

The

AMERICAN PERFUMER

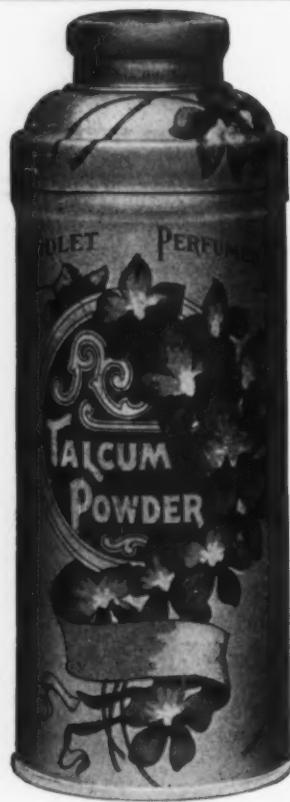
AND ESSENTIAL OIL REVIEW



THE PERFUMER PUBLISHING COMPANY, NEW YORK

SELLING AGENTS
ROCKHILL & VIETOR, FOR
114 John Street, New York.

BERTRAND'S POMADES AND ESSENTIAL OILS. { USED BY THE LARGEST CONSUMER.
GIVAUDAN SYNTHETIC SPECIALTIES. { MUST BE A REASON FOR IT.
PURITAN BRAND ESSENTIAL OILS,



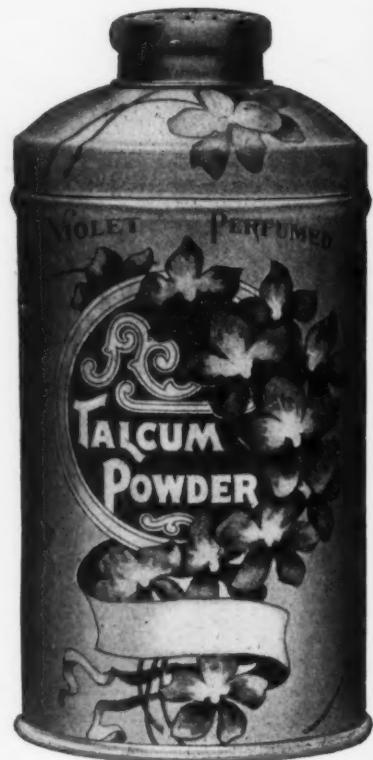
ARE YOU READY
WITH
SOMETHING NEW

to meet the coming revival of business? People get weary of buying talcum in the same old stock cans. A new container for your product means new customers and a larger field of operations.

¶ The Aluminum Finish Cans illustrated are entirely different from anything on the market. Sold in any quantity from one thousand up.

¶ To appreciate these cans, they must be seen. Suppose you send for a sample and prices to-day?

AMERICAN STOPPER COMPANY
19 VERONA ST., BROOKLYN, N. Y.



C Y C L O S I A

There is a beautiful and fragrant flower growing in this section of Europe, known as the Cyclamen, the odor of which perfumers have long wished to reproduce. All attempts were unsuccessful until we created our new synthetic "Cyclosia."

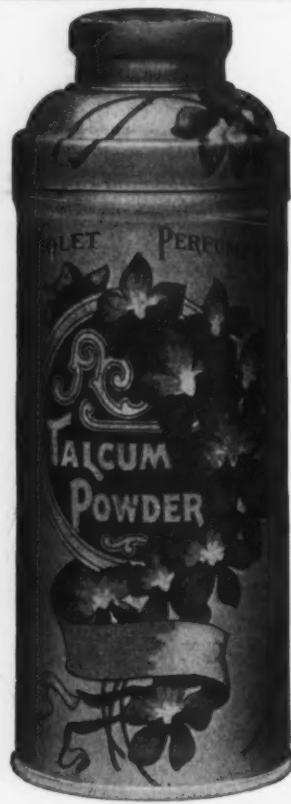
This is a pure chemical body—not a mixture—of an extremely floral character; usually strong and tenacious, and delicate and lasting as well.

Furthermore, in suitable combination, **Cyclosia** will intensify *any* floral perfume and impart to it a beautiful, smooth and *velvety* effect.

Write for Samples and Prices

CHUIT, NAEF & CO., Geneva, Switzerland
or to **UNGERER & CO., 273 Pearl Street, New York**





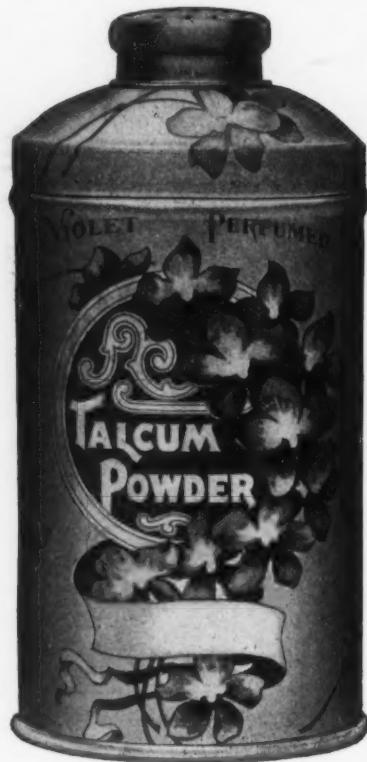
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CHUIT, NAEF & CO., Geneva, Switzerland
or to **UNGERER & CO., 273 Pearl Street, New York**

HIGHEST POSSIBLE AWARD, CHICAGO, 1893
GOLD MEDAL, - - - ST. LOUIS, 1904
"For EXCEPTIONAL PURITY & STRENGTH"



SANDAL WOOD OIL "ALLEN'S"



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1 lb. Net.

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85 Fulton St. New York**Labeling Pastes**FOR
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Does not mould, crust or spoil

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1 lb. makes 2 gallons snow-white paste

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(Specialty of BRUNO COURT) (Natural)

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Of exquisite fragrance and surprising fidelity to the natural flower odor of the Lily of the Valley.

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Most perfect Violet ever offered.

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For high-class Heliotrope effects.

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Recognized as standard for Carnation odors.

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A leader of our line.

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New Style Can in $\frac{1}{4}$ and $\frac{1}{2}$ lb. sizes**RUMRILL & Co.**

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are simply the natural fruit juices concentrated to such a degree, by a secret process, that the extract manufacturer can use them for his natural fruit flavoring extracts.

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QUAL-
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WRITE FOR SAMPLES AND PRICES
Serial No. 5380

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We give special attention to producing new designs for your next season's perfumes.

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Manufacturer of
RAW MATERIALS FOR
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GREEN VEGETABLE DYE FOR
SOAPs, FATS, OILS, PERFUMES, ETC.

Soluble in Oil, Spirits and Water

Poisonless Colors for Soaps
Natural and Artificial Flavorings

For Perfumes and Toilet Soaps, etc.

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A FIRST-CLASS ROSE PERFUME

Needs—

ROSE SYNTHETIC, ROSEOL,
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CASSIE F. O., JACINTH S.

ROSE SYNTHETIC will replace otto to a very great extent.

ROSEOL will produce the dry leaf effect.

ROSE MUGUET and JACINTH will complete the flowery rose odor.

CASSIE and JASMIOL are to be used in the same manner as the natural products.

A. MASCHMEYER, Jr., Amsterdam
Holland

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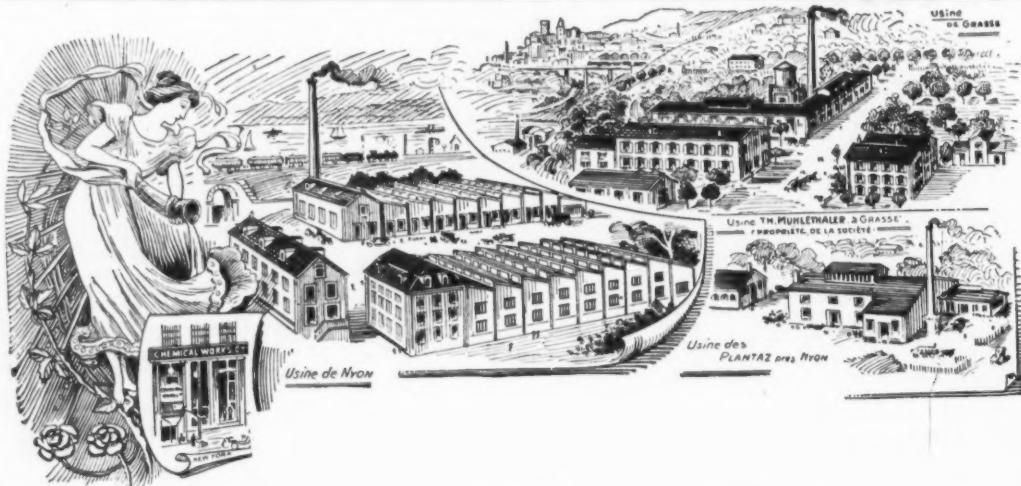
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The most perfect product yet obtained, and of the highest possible strength and delicacy of aroma : : : : :
Better flavoring value than any other you can buy. : : :

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NIAGARA FALLS, N. Y.

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BUY YOUR RAW MATERIALS DIRECT FROM MANUFACTURERS



Musk-Promotol

COSTS MUCH LESS

To Use than other Art. Musks

STRENGTH { Forty Times More
Powerful

SOLUBILITY { Three Times
Greater

**FIXATIVE and
LASTING** { SUPERIOR
QUALITIES

Used in Perfumes, Sachets, Talcum Powders, Toilet Soaps, etc.

SUCCESS IS ASSURED

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Factory, Nyon, Switzerland

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DONALD WILSON, Manager

Truflor Oil Absolutes

DISTILLED FROM FLOWERS ONLY
BETTER THAN POMADES

Half Ounce to Gallon Equals Pomade Wash
Four Pounds to Gallon

TRY THEM AND BE CONVINCED

PURITY
TRUENESS
DELICACY { **UNEXCELLED**
of Odor

ROSE
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JONQUIL
ORANGE

CASSIE
TUBEROSE
VIOLETTE DE PARMA
VIOLETTE LEAVES
RESEDA

Th. Mühlenthaler

Factory, Grasse, France



BY PERMISSION
ULLMAN MFG. CO. NEW YORK

We do not offer this as a perfume label, nor as a printing specimen of merit—but simply to illustrate our feeling at the present time.

When the noise and smoke has cleared, we will again be ready to talk labels—or rather to let our labels do the talking—they are of that kind.

C. H. FORSMAN CO.

Label Printers to Perfumers

370-372 GERARD AVE. NEW YORK





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ULLMAN MFG. CO. NEW YORK

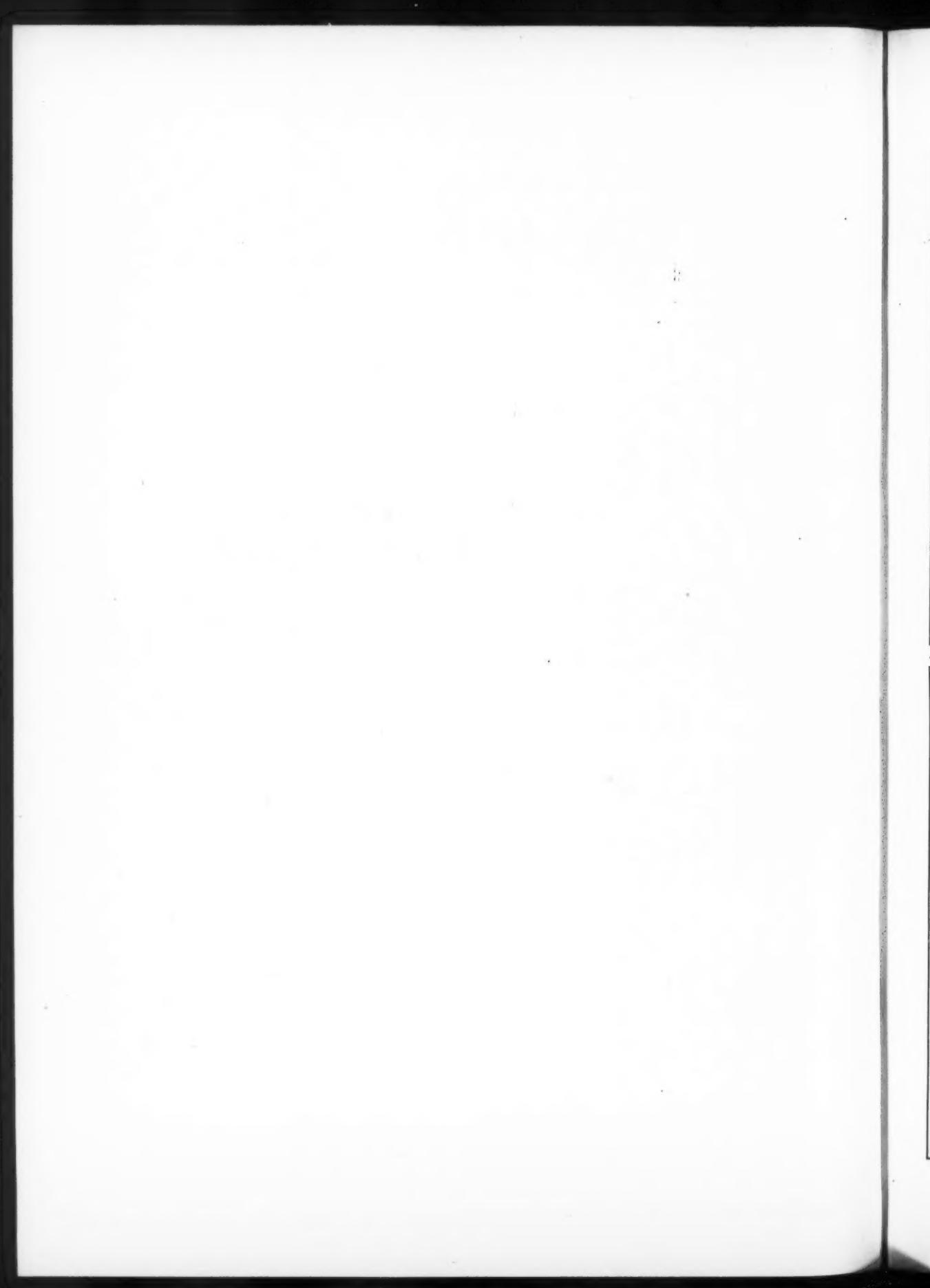
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NATURAL ABSOLUTES

Liquid Flower Essences
 Solid Concretes
 Pomades (Extra Saturated)
 Essential Oils
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THESE specialties we offer to users of raw materials for Perfumes, Soaps, Toilet Preparations, etc. We have made advantageous connections with foreign producers, and can give absolute satisfaction in quality and price.

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STANLEY JORDAN, Pres. & Treas. P. R. DREYER, Vice-Pres.

YOU HAVE SMELLED OUR
 NEW SYNTHETIC

I D O L O

That was used to give an odor to our "ad" in last month's *American Perfumer*, haven't you? It has characteristics of its own—it will not impair with age—and it will last indefinitely.

One trial will convince you.

Trial Ounce \$4.50; per lb. \$65.00

Suggestions for the use of **IDOLO** in producing satisfying perfumes and in scenting toilet preparations will be gladly given.

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 ORANGE PEEL
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 STRAWBERRY
 RASPBERRY



CHERRY
 WILD CHERRY
 BLACKBERRY
 ROSE
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THESE ABSOLUTE FRUIT ESSENCES

fortified by pure essential oils, were the *first* of their kind on the market, and to-day they are unrivalled for strength and purity. : : : : :

If you want to avoid all trouble with food officials use our essences in making your extracts. : : : : :

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French oil, of the best quality, deserves the high reputation it enjoys, for it is better than any other, and our special brand, "La Doree," is unsurpassed by any.

If you buy Olive Oil according to quality, and *not* price alone, write us; and we will send you samples of "La Doree," the virgin pressing from olives grown on the higher plains of the French Alps—the best district in the world.

Serial No. 521

PIERRE SICARD

CANNES, FRANCE

or 273 Pearl Street, New York

VIOLET PRODUCTS

THE 1908 Violet Crop throughout the Riviera is far below normal, due to the drought and the exhausted condition of the soil.

Little progress has been made in restoring the soil to its former fertility; and to add to these troubles it is said that a parasitic disease, peculiar to the Violet plant has served to curtail the production still further. All Violet products will, no doubt, increase in price; so the prudent perfumer will place his orders early.

JEANCARD FILS & CO., Established 1780 Cannes, France
or **UNGERER & CO.,** 273 Pearl St., New York

Oil Orris Concrete, W. J. B.

Oil Patchouli

Oil Sandalwood, E. I.

W. J. BUSH & CO. INC.

100 WILLIAM ST.

NEW YORK

Oil Vetivert

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THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW

TWO DOLLARS A YEAR
TWENTY CENTS A COPY

NEW YORK, JUNE, 1908.

Vol. III, No. 4.

THE AMERICAN PERFUMER

AND ESSENTIAL OIL REVIEW

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ADVERTISING RATES ON APPLICATION.

EDITORIAL NOTICE

Assoc. Mem., Am. Ext. Mfrs. Assn.

WE invite correspondence and special articles upon subjects of interest to all engaged in the manufacture and sale of Perfumes, Soaps, Toilet Articles, Flavoring Extracts, etc. THE AMERICAN PERFUMER and ESSENTIAL OIL REVIEW is the OPEN FORUM for each and all in the Trade.

MANUFACTURING PERFUMERS' ASSOCIATION.—President, T. R. Ricksecker, 74 Reade St., New York; Secretary, W. H. Hyde, care of Abner-Royce Co., Cleveland, Ohio.

AMERICAN EXTRACT MANUFACTURERS' ASSOCIATION.—President A. J. Bastine, 19 Warren St., New York; Secretary, C. Van Skiver, 29 Murray St., New York.

CONTENTS.

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EDITORIAL:

REAL HELP -	67
A MAXIMUM STANDARD	68
BAY RUM	68
IONONE	68
VIOLET EXTRACT—L. MAZUYER	69
TERPENELESS EXTRACTS—R. O. BROOKS	70
EXPERIMENTS IN PERFUMERY OILS—R. H. TRUE	71
THE SALESMAN—J. E. DAVIS	72
COMMITTEE ON FREIGHT AND TRANSPORTATION—RE- PORT (Concluded)	73
TRADE-MARK PROTECTION—S. E. DARBY	74
FOREIGN CORRESPONDENCE	77
PURE FOOD NEWS	77
IN THE TRADE	79
PATENT OFFICE ENTRIES	80
LAVENDER OIL	82
JUNE MARKET REPORT	84

REAL HELP.

The person who gives a formula to the Perfumer does not, as a rule, give him the help which he requires. If he be an intelligent Perfumer who understands his business, he will resent the proffer of a formula as a suggestion that he does not know his business. It is, however, quite another matter when the expert approaches the Perfumer and suggests that by the addition or elimination of this or that element any given Extract will be improved. An article like that by M. Mazuyer, on another page of this issue, is a model, both in its method of suggestion and in its omissions.

The Perfumer who starts out to make a Violet Extract need know only which odorous elements are required and his own taste and experience will dictate the proper proportions for the attainment of the object which he has in view. It is tying the intelligent man hand and foot to give him a hard and fast formula, and even if the materials with which he works are of such kind as to produce good results he may be sure that this same formula is apt to be given to a competitor who will manufacture an Extract almost, if not quite, identical with his. How much wiser is it then for the writer on these subjects to treat them as does M. Mazuyer, and leave something to the initiative and taste of the Perfumer himself.

The Formula distributors are always making trouble for themselves, for in nine cases out of ten, if the Perfumer is so lacking in understanding as blindly to follow any formula, he comes back like a boomerang upon the suggester complaining of the result.

This has been one of the main reasons that THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW has hesitated about publishing formulæ, for they have proven a delusion and a snare to so many that we would not add to the confusion. We hold that the Perfumer must enter upon the manufacture of Perfumery when, and only when, he has mastered the elements of the science of chemistry as applied to odorous substances. We are aware of the fact that some persons have made a kind of success, without the preliminary equipment, but these are so exceptional,

and their success is so limited, that they are not worthy of consideration.

The Perfumer can never know too much about his business, for it is constantly changing as new products are produced or new combinations are proved valuable. It is true that to-day the Perfumer can produce a Violet Extract truer to the flower than ever before in the history of Perfumery, but not every one is doing so, though all might if they were properly posted. The reputable salesman of Perfumery materials can do excellent work in posting his patrons—but it will not be accomplished by offering formulæ to Tom, Dick and Harry. Let him suggest the value of his products, and show what elements they offer for the making of Violet or other Extracts, and in this way he will be helpful to the consumer and successful, not in securing a single order, but in establishing the vogue of the products which he has to sell.

The chemists who wish to command the attention of the Perfumers of the world will do so best as they discuss the elements of odor and their combinations for attaining improved results. No one cares for the formulæ which every one can have, even without the asking, but every one wishes for more information as to the use of the elements of scents.

A MAXIMUM STANDARD.

The fixing of a maximum standard is an achievement. We point to the correspondence with the U. S. Treasury Department, published in our last issue, with pride, because we believe that it demonstrates the proper method of procedure with the governmental authorities. They are disposed to be reasonable and fair to manufacturers, and the ruling as to a Maximum Standard for Terpeneless Lemon Extract should be the means of saving manufacturers much worry and uncertainty. We are of the opinion that had the Flavoring Extract Association proceeded along similar lines it would now be able to point to some real work done instead of a record of mere wordy warfare. That the authorities at Washington are willing to consider samples of Extracts and decide upon their acceptability is a notable point gained, and one of which we trust our readers will avail themselves whenever in doubt. We should like to see the Flavoring Extract Association or some other really representative body follow these lines in obtaining actual results.

BAY RUM.

The decision of the United States Circuit Court of Appeals under which Porto Rican Bay Rum is admitted into the United States without any Internal Revenue tax is a most important one to many of our readers. It affects the

price very materially. That this is a decision which will stand seems to be generally accepted, so business must be adjusted thereto. We give herewith the full text of the Treasury Decision, that its terms may be fully appreciated.

(T. D. 1361.)

TREASURY DEPARTMENT,
OFFICE OF COMMISSIONER OF INTERNAL REVENUE,
WASHINGTON, D. C., May 22, 1908.

SIR: Referring to T. D. 404 of August 15, 1901, holding that bay rum of Porto Rican manufacture, when brought into the United States, is, under the provisions of the act of April 12, 1900, subject to internal revenue tax imposed on distilled spirits, you are informed that, in view of the adverse decision of the United States Circuit Court of Appeals (Second Circuit) in the case of *Newhall v. Anderson*, Collector, and the fact that the honorable Attorney-General of the United States deems it inadvisable, for reasons stated in his letter addressed to the honorable Secretary of the Treasury, under date of the 1st instant, to apply to the Supreme Court for a writ of certiorari in this case, no tax will hereafter, pending further legislation on the subject, be assessed or collected on bay rum so brought into the United States.

Respectfully,

ROBT. WILLIAMS, JR.,

Acting Commissioner.

Mr. C. W. ANDERSON, Collector Second District, New York.

IONONE.

In our issue of July and August, 1907, we reported the expiration of the basic Ionone patent in this country, by reason of the expiration of an earlier English patent for the same product and process.

In April, 1908, the German patent expired, and we are credibly informed that the open manufacture of this product has been begun by several German concerns.

It is reported that these goods will be offered in the United States, though not under the name "Ionone" (as that name is registered as a trademark in the Patent Office), and so long as they do not infringe on the "ionone derivate" described in the de Laire patent, which is still in force here, it may be fair to assume that no serious objection will be offered by the American owners of the de Laire patent.

In Germany the price of Ionone has fallen from 1,500 marks per kilo (about \$135 per lb.) to 800 marks per kilo (about \$72 per lb.), and similar reductions may be looked for here when competition becomes active. The price ruling here is \$50 per lb. for a 15% solution, while until about 8 months ago the lowest quotation was \$110 for a 10% solution.

Doubtless history, as in the case of artificial musk, will be repeated, and after a time a plane will be reached that will assure a suitable product to the consumer at a price that will be fair to all concerned.

VIOLET EXTRACT.

By L. MAZUYER.

It would be superfluous to remark that among all perfumes the one which is most popular is, without contradiction, Violet, and just because Violet Extract has obtained so marked favor from the public we propose now to consider the different elements entering into its manufacture that tend to good results. We deem it possible that this work will not be profitless, and that the reader may gather something therefrom.

It is most curious to note, when we study the formulas of the old perfumers, how unsatisfactory they are. The elements to which they were confined did not suffice in themselves to produce an odor at all resembling the Violet blossom. Naturally it happened that this extract was dominated by foreign notes, sometimes of Vanilla, at others of Jasmin. The former generation seems to have been satisfied with these, and doubtless the label on the bottle sufficed for them, even though the "Extract of Violet" did not smell like Violets.

Notwithstanding the use they made of pomade of Parma Violet, and the impossibility which they found in approaching the true odor, it was agreed to call the mixture "Violet," and none found fault.

In our day the taste of the public is more difficult to satisfy. The infusions of Orris Root, upon which they drew so directly, proved notoriously unsatisfactory, and the perfumer was compelled to turn elsewhere and utilize some new element with which he must tinge his extracts of pomades.

Happily, about 1893, the industry was enriched by the discoveries of Tiemann and Kruger. The results which then crowned the efforts of these chemists was a great step forward in the study of the question, and thus the appearance of a Synthetic Violet product marked the beginning of the solution of the problem.

It is well known that the researches which brought about the discovery of this product were preceded by or rather resulted from the study of Iron, the odorous principle of Orris Root, which these men had been trying to separate. The attempt which they made to reproduce this constituent synthetically did not yield the results which they looked for, not even theoretically, and much less practically, for the Ketone which they obtained by the condensation of Citral with Acetone had nothing of the odor of Iron. Pursuing their researches, by subjecting the Ketone obtained to the action of an isomerizing agent, they arrived at a cyclic isomeric resembling most astonishingly the perfume of Violets, and this they called Ionone. Since then many similar products have appeared and the perfumer has a wide range in which to exercise his choice.

Without now glorifying perfumes of chemical origin, and without trying to establish any comparison between these and the perfumes drawn directly from the flowers, it must be admitted, that if we have succeeded in making a good Violet perfume to-day, it is without any possibility of contradiction due to Synthetic Violet.

At first their use was quite limited; as the price at which these products were sold provided inordinate profits for the inventors.

Certainly the art of making a formula for perfumery is most complex. Some very charitable manufacturers bombard perfumers with fantastic recipes, so as to push their products. We will give no fixed formula, for any recipe which we might suggest would not suit all tastes or needs. Aside from the fact that all tastes differ, and that each perfumer prefers to give to his Extract of Violet some note distinguishing it from all others, the nature of the products employed, their origin and concentration are not the same

in all laboratories; the dosage of infusions is not established by any fixed universal rule, and it is not impossible that if manufactured according to our formula a poor result would follow. We content ourselves, therefore, with naming the products to be used, leaving to each perfumer the task of combining them according to taste. If the perfumer understands the value of each of the elements in hand, he must attain satisfactory results, after a few trials.

I.—For making a good extract: the "vehicle" or "excipient" should always be a mixture of extracts from pomades: "Parma Violet," "Jasmin," and "Rose." A little "Cassie" gives sustained depth. "Tuberose" adds a little of its sharp sweetness, and the use of extract of Mignonette ("Reseda"), of which the odor is somewhat similar, agrees well with the Violet odor. In the manufacture of this delicate perfume, more than in any other, we should be most careful to see that the pomades used are lately made and as fresh as possible. Old pomades sometimes carry traces of the odor of the fat with that of the flower when "washed." This fat, which, especially in extracts poorly chilled, remains suspended, may altogether ruin a fine composition, by giving it that rancid smell, so disagreeable to the nose.

II.—As "adjuncts" or "auxiliaries" we have recourse to those tinctures, the use of which is always indicated: tincture of Orris Root, of Vanilla, the latter in small quantities, only enough to blend well. Tinctures of Ambergris, Ambrette and Civet are to be used, as in other perfumes, in such proportions as to give tenacity to the perfume. Tonquin Musk tincture is also to be used, but not enough to be noticeable. In accordance with the same idea we have seen used some tincture of Castoreum, but very lightly. If well combined, this infusion should give a fine odor of leather, which is tempered by Vanilla. From the consideration of tenacity there can be nothing better. Independent of Tonquin Musk a good solution of Artificial Musk may be utilized, for this product is unrivaled for amalgamating and holding subtle odors like those of Violets. Moreover, an adjunct of which much may be expected is a solution of Heliotropine. We ask perfumers to try it, and have no doubt they will find it excellent. The first rough odor of the Heliotropine allies itself perfectly with the Synthetic Violet and the intermediate oils, and its final sweetness, "very flowery," makes it possible to dispense with the use of Vanilla.

III.—The actual "base" of Violet Perfume is the Synthetic Violet which we could not do without. Contrary to what might be thought, no large quantity is needed to secure a good result. An increase of quantity does not produce a more pronounced Violet Perfume; on the contrary, there is danger of a disagreeable surprise, in getting an extract with an earthy smell.

In experiments to fix the quantity to be used, it should be remembered that some time is required for the mixture to become well assimilated with the various other elements. Hence, only after several days subsequent to the manufacture, may the formula be tested to ascertain if the adjuncts and intermediaries do not drown the Synthetic, but support it properly.

IV.—The "Intermediaries" used are quite numerous, and their variety is infinite, for it is always possible to add to an extract this or that product, introducing a new or distinctive note. In such a delicate extract as Violet, however, the use of these "Intermediaries" requires special judgment. There are some oils designed to support the Synthetic, which if employed alone would produce an extract lacking in unity and cohesion. Their part consists

in amalgamating the "base" with the "adjuncts," so as to make a whole with the "vehicle." Some contribute in a measure to the Violet Perfume.

For this effect are used: The different kinds of Oils of Orris and Resinoid Orris, which are used instead of the tinctures of Orris Root, which vary more or less. These, which have always been used in making Violet Extract, have a good effect; better than all the other products extracted from orris do they yield the fine odor of the crude root. The odor resembling that of the Violet recommends its use. Oil of Orris Concrete, thanks to its large yield and ease of use, is entitled to a fixed place in the formula where it is becoming more staple day by day. It is very strong in odor and most tenacious, and its use requires little care. The fine odor of Iron, which is the principal constituent of Oil of Orris Concrete, serves excellently to connect the "base" with the "vehicle."

Among the "Intermediaries" most frequently used we must cite Oil of Bergamot, which is to be found in almost all of the formulas. Of this oil we require depth and freshness; but the manufacturer is too much accustomed to its use, forming as it does one of the fundamental elements in the perfumer's laboratory, for us to dwell at length upon it.

We utilize with discretion that roseate oil which some perfumers seek in Oil of Geranium, or better, in Oil of Geranium *sûr Roses*, one of the most interesting of perfumers' products and of which the best results may be expected; but Oil of Geranium is very lasting in this Violet composition, and if the hand has been a little heavy in pouring it in, we may find too dominant a rose note in the finished extract. Hence, it must be used with circumspection.

An oil which may be matched with Bergamot is Oil of Ylang, or even Oil of Kananga, for common extracts. This product agrees well with the Violet, in small quantities, adding an agreeable flowery odor. Nevertheless, we may well do without it, for it has nothing of the Violet odor, and it is superfluous if we use other intermediaries. Some perfumers demand it as giving a special note which pleases their patrons.

At the same time, Oil of Sandalwood, the base of Mouseline Extract, and which enters into perfume of Veloutine, in large proportions, also finds a place. As we know, this oil is incomparable for combining perfumes, its odor being slightly associated with all of them, and it is not unpleasant to perceive it amid the good bouquet of Violet.

We must mention also Oil of Vetivert Indian, which we have seen used in very small quantities. It has been proved that, if very delicately measured, this oil gives a special tone and adds—some may be astonished to learn—something of the wildness of the field violet.

Another element, which may well be added to the "Base," is Concrete Essence of Violet Leaves, one of the products of the Riviera, to be most highly recommended. To-day when this odor of the leaves is so much in demand, when the odor of verdure seems to be asked for, this product becomes indispensable. In using it, the perfumer will find the realization of this demand. It is almost superfluous to add that the extract which the perfumer combines with these different elements can only gain in depth and richness if prepared in advance. The ingredients harmonize with each other in the lapse of time, as the notes of a symphony, or the flowers in a bouquet of spring flowers.

As to the color to be used, inasmuch as the best taste now demands clear extracts, little is to be added; but to be complete, we must say that the best is a light green. An extract so colored appears pale emerald in the bottle. To achieve this effect is easy when one of the organic colors common in the market is used. We should put aside altogether the use of indigo, caramel or cucumbers and leave these to country druggists who like to put into the bottle an extract which is as ridiculous in color as it is unnatural. A good color must, of course, be stable when exposed to light and alkalies.

We close our study with the statement that Synthetic

Violet has done no harm to anything, and least of all to the enflleurage grease of Parma Violets.

These two complete each other, each being indispensable to the other. Statistics prove that the demand for Violet Pomade is increasing constantly. In the neighborhood of Nice, where the Parma Violet is especially cultivated, efforts are being made to increase the cultivation, which was beginning to fall behind. It is hoped that the agriculturists will find suitable fertilizers, and that the growers will study more carefully the methods for its growth and spread.—*An Abstract from "Parfumerie et Savonnerie."*

LOGICAL vs. ILLLOGICAL TERPENE-LESS EXTRACTS.

By R. O. BROOKS, B. Sc.

(Formerly State Chemist N. J. and Pa.), Consulting Food Inspection Expert, 191 Franklin St., N. Y. City.

The Federal standard for terpeneless lemon extract provides that the product so designated may be made either by shaking out whole lemon oil with dilute alcohol or by dissolving terpeneless lemon oil in alcohol, the resultant extract in either case showing at least 0.2% of citral in order to be considered legally pure.

The shaking out process has been the one in most common use, in spite of the fact that practically all advantages as regards certainty of citral content, labor and cost are in favor of the simple method of dissolving terpeneless lemon oil in alcohol of proper strength.

In the first place, the idea of being able to use a dilute alcohol much less than 50% (by volume) Cologne Spirits must be discarded. The writer has made a number of experiments which show conclusively that, in order to hold 0.2% of citral in a permanently clear solution, at least 45% (by volume) absolute alcohol is desirable. For instance, a 40% Cologne Spirit (38% absolute alcohol) gives a distinctly turbid solution when 0.2% citral is present, although 0.16% citral dissolves clear. As a matter of general precaution and convenience in diluting, at least 50% Cologne Spirits of full 190° proof should be used, therefore, in making a terpeneless extract. At the present price of this alcohol the cost of the alcohol in a gallon of extract would be \$1.30.

Although, theoretically, 5% of whole lemon oil containing 4% of citral should yield the required 0.2% of citral to a terpeneless lemon extract made by the shaking out process, in practice this is far from being true. The degree of citral removal depends first upon the thoroughness of agitation, whereby the extracting alcohol is enabled to come in close contact with very minute globules of whole lemon oil. If this is properly carried out the unfiltered product resembles milk as much as anything, and a careful filtering through magnesia is necessary in order to remove the undissolved terpenes. More or less of the citral remains with the terpenes even then, and by polymerization and a ketone condensation (facilitated probably by the alkalinity of the magnesia) still more of it is lost. The claim that has been frequently made, that about 8% of whole lemon oil of standard strength should be used, even when the extraction is thorough, is without doubt well founded, and is supported by recent experiences in the course of the writer's consulting and analytical practice.*

Therefore, using the necessary 8% (by weight) of whole lemon oil at the present price of \$1 per pound, in the manufacture of a terpeneless lemon extract by the shaking out process, the cost of materials per gallon (figured exactly, taking relative specific gravities, etc., into consideration) would be \$1.93, this figure allowing but six-tenths of a cent for cost of magnesia, loss of alcohol while filtering, etc. Manifestly \$2 per gallon is a fairer estimate, under the most careful management.

* An unique instance of the accuracy (?) of the "Chase method" for determining citral in extracts is furnished by a recent Bureau of Chemistry analysis which reported as being above standard a terpeneless extract made from 3% whole lemon oil!

As compared with the above uncertain, laborious and wholly illogical method of making a terpeneless lemon extract, the alternate method of dissolving terpeneless lemon oil in 50% Cologne Spirits, has every advantage. With the proper oil no filtering is called for, the citral content of the resultant product is nearer the required standard than the best method of analysis is capable of showing, and the cost of materials is less.

Thus a well-known terpeneless lemon oil, assaying from 65 to 66% of citral and in the necessary proportion dissolving perfectly clear in 50% Cologne Spirits, would at its rather high price of \$24 per pound make a gallon of finished standard terpeneless extract cost \$1.88.

When buying a terpeneless lemon oil, the manufacturer must be on his guard against the so-called "concentrated" lemon oils. These oils have been freed from only a part of their terpenes, average about 35% citral, and will not dissolve in 50% Cologne Spirits, much better than would whole lemon oil, which is practically not at all. They naturally sell at a lower price than a good terpeneless oil, but are of no use in making a terpeneless extract.

Certain manufacturers of terpeneless lemon oil now claim to have also removed the sesquiterpenes. This may account for their increased solubility, but it should not be forgotten that to surely hold the required 0.2% of citral in solution, an alcohol not much weaker than 50% Cologne Spirits should be used.

THE GOVERNMENT'S EXPERIMENTS IN DISTILLATION OF PER- FUMERY OILS.*

R. H. TRUE.

MR. PRESIDENT: In accepting the kind invitation of your President to occupy a portion of your time to-day, I wish to state that in so doing I am aware of the possibility that my remarks may be somewhat of a disappointment to you in view of what one might be led to expect from the title which appears on the program.

Our work on perfumery plants has been carried on chiefly as a part of the work of the Office of Drug Plant Investigations of the Bureau of Plant Industry, and the products which we have experimented with have been those which at the same time are in some sense drug products. Had we been in a position to give our attention steadily to the subject of perfumery plants and their products, the subjects which I have to mention to-day would be somewhat different from those which I shall present and the small samples which I have brought with me would have represented a somewhat different group of plants.

Perhaps it may be of interest to members of the Association to know something about the methods pursued by the Bureau of Plant Industry in carrying out the investigations here represented. As is well known, a very large part of our present demand for perfumery products is satisfied from foreign sources, hence, in undertaking an investigation having for its object the home production of these materials we have been confronted first of all with an agricultural problem, namely, the finding of soil and climatic conditions in which the plants in question will reach their best development and yield the highest grade of product.

It is therefore necessary, first of all, to find out how to handle the plants. In this matter we are of course guided by the experience of growers abroad, in so far as this experience is known to us, but foreign experience is no infallible guide, since many plants on undergoing a change of environment are more or less profoundly modified in their performances. It does not follow that lavender plants grown in the United States will give exactly the same quality of oil as that given by the parent plants from England or France from which they were derived. We

must, therefore, begin at the very basis of things. In order to get such a basis, the Department maintains a number of testing gardens located in parts of the country representing different types of soil and climate, to which the plants in question are sent for experimental cultivation on a small scale. One such garden is maintained on the Arlington Farm near Washington, D. C.; another is located near Timmonsville, S. C., in the great coast plain characterized by the long-leaf pine; our third station is located in southern Florida on the St. John's River, where we have been able to gain access to all types of Florida soil; our fourth station is in southern Texas on the Colorado River. At all of these places one of our own men is present more or less of the year, is in active charge of the operations and makes such observations as are required by the nature of the work.

Let us suppose experiments are to be undertaken in the cultivation of orris root. Material obtained from the most authentic sources would be imported, probably through the Office of Seed and Plant Introduction and Distribution of the Bureau of Plant Industry, and probably in small lots. If the quantity sufficed, these roots would be divided into as many lots as we have testing gardens, and the roots would be forwarded to the man in charge with instructions to plant on as many types of soil as the amount of material available would permit. These plants would then be under close observation from year to year, careful notes being taken by the men in charge. We would be able to observe under varying conditions of climate and soil the rapidity and type of growth, and would be able to test various means of propagation. If the plants of one station should chance to show a decided superiority over those of the other stations, this fact would give us a hint as to what part of the country we could most safely look to in case the industry were to be developed.

In case the outlook for orris were good from a commercial standpoint, the demand being well sustained and the price favorable, we should then bend our energies to the multiplication of the orris plants available until we could bring our supply of material to such a point as would enable us to plant out as large an acreage as possible for a demonstration experiment. Further importation might be resorted to in order to increase the quantity of plants. This larger experiment would be carried on with as much care as opportunity would permit, and as soon as an amount of root was obtained sufficient to yield samples for technical laboratory study at Washington, the crop would be harvested and handled as well as we might know how to do.

Our work up to this point is chiefly agricultural and consists in studying the plant in its relation to its environment. Beyond this point we are in the hands of experts. We have laboratory equipment and a trained man to undertake the necessary technical studies. Small lots would also be sent to perfumers, whose opinion would be highly valued. If our product was pronounced good we would know we were on the right line and if the outlook for this crop seemed to be promising, price satisfactory, yield good, labor and other expenses not, too heavy, we should endeavor to enlist intelligent practical agriculturists in our experiment, and turn over to the people in the favorable region materials for beginning the industry. The function of the Government in this connection is conceived to be that of the experimenter and pioneer. The Department goes ahead and makes the necessary mistakes, but as soon as there seems to be a basis for an industry and the matter can be turned over to the country, this is done.

So much for our method of work with imported plants. It will be seen that we are lacking in one or two important particulars. We need a testing garden in southern California, or in one of the other dryer parts of the country which approaches more closely to the conditions of the Mediterranean region than is realized in any of our present testing gardens. As is the case with all new lines of work, we have to begin on a small scale and work up to a larger development as our resources permit.

(To be continued.)

* Read at the late Perfumers' Convention.

"THE SALESMAN."

BY JAMES E. DAVIS.

(Concluded from May number.)

And right here I would like to interject a few remarks on this common practice of wasting time. They are not mine, but the reflections of a sage; and would that they could be impressed upon all men as I would impress them upon salesmen!

"If time, of all things, be the most precious, wasting time must be the greatest prodigality. But dost thou love life? Then do not squander time, for that is the stuff life is made of. God gives all things to industry; then plow deep while sluggards sleep, and you will have corn to sell and keep. Employ thy time well, if thou meanest to gain leisure; and since thou art not sure of a minute, throw not away an hour. Sloth makes all things difficult, but industry all easy; and he that riseth late must trot all day, and shall scarce overtake his business at night."

Returning to the subject of ethics, I will say that a salesman should be chary of making promises, but those he does make should be religiously kept. It is inexcusable and costly for a salesman to make a promise he knows will not be carried out by the principals. No surer way of losing customers could be devised.

Occasionally a salesman can be found who believes the wares of competitors surpass those of his employers. It is a debilitating handicap. Such a salesman should be educated out of this belief, or he should be discharged. No man can be expected to achieve big results who is not backed up by enthusiasm. Of course, no intelligent man handling low-priced goods in our line can believe that his wares are superior to the higher priced goods of competitors. That is not an analogous situation. What the salesman should believe in such an instance is that his goods are incomparably the best for the money; that they are more attractive; and that, in consequence, they will sell better and bring larger profits to the jobber and retailer. A simple explanation to this effect will often clear the vision of the salesman, and his dissatisfaction of criticism will vanish like mist before the rising sun. It pays to take the steps to effect this change of view.

Of all the sins, commercially speaking, that a salesman can commit, none is so deadly to himself as lack of ambition. Lack of ambition allows a salesman to work along in a rut from which nothing but an explosion of dynamite can remove him. Bad habits, loss of sleep, and a rundown state of health, often kill ambition, even in promising salesmen. Some salesmen drop to this sad level by coming to the conclusion that they have no opportunities. One of the master students of human nature—Lavater—declares: "While the fool is waiting for an opportunity, the wise man makes one." Some plodders ascribe the brilliant successes of rivals to genius. Hogarth, to whom genius is always ascribed, gave his own opinion that "there is no such thing as genius, it is nothing but labor and diligence."

The mediocre success which attends the efforts of so large a number of salesmen will usually be found associated with dislike of work, and a placid satisfaction in small achievement. Unfortunately, the large majority of traveling salesmen are satisfied to remain in this position all their lives. A little more "hustle," a little more "get up and git" as we call it, would ensure promotion, or at least bring greater pecuniary reward which, in itself, would open the door of opportunity.

Working along mechanically, too many salesmen neglect to employ their brain powers. Very frequently a little head work will accomplish as much as a great deal of leg work or ordinary labor, and accomplish it in a much briefer time.

And this brings me to say that because a man is a traveling salesman, he should not neglect to feed and develop his intellect. Desultory reading, like smoking, assists in "killing time," but what a crime to "kill time," when it might be so well employed in strengthening and broadening

the intellect by the perusal of good books. A traveling man who should make up his mind to read a dozen good works each year, would soon find himself the possessor of a liberal education in literature, and his cultured mind and enriched vocabulary could not but prove powerful engines of success wholly apart from their uplifting tendencies.

One of the follies which apparently dies hard, and which both old and young salesmen fondly hug to their bosoms, is the belief that the proffer of cigars and drinks is a *sine qua non* to sales. In this day there could be no greater delusion. As a rule a dealer simply wishes to know that he is "on the ground floor" and is getting his goods on as favorable terms as his neighbors.

The offer of rebates in cash is both unwise and unnecessary, for the same reason. Buyers of perfumery, as a rule, are among the most intelligent and refined business men of the country. Very naturally they resent such bribery. Bribery is not a pleasant name for the practice of cash rebates, but it is a proper name; and therefore you can imagine how offensive it must be to a high-class man. Like the proffer of drinks and cigars, it is weakness that leads to the offer of cash rebates.

A good salesman should do far more than earn his salary. He should earn his salary faithfully; but he should also build up trade. With increased trade the business of his house prospers and his own outlook broadens. These are opportunities lying at every salesman's door. Only fools neglect to take advantage of them. Now-a-days, it is suicidal to sit around in a hotel lobby, smoking cigar after cigar, and waiting for orders to come in. There is a keen pleasure in the hunt that appeals to the true sportsman. A good salesman can get as much sport by going a-gunning for customers; and besides the "sport" he will get the gain.

In his relations with his employers the salesman should be entirely open and above board. He should strive to be original also; and should not hesitate to offer suggestions whenever they seem at all pertinent. His principals are ever on the alert to increase their trade; and his friendly assistance in this direction will always be appreciated and in good time rewarded substantially.

Very often attention to minor details on the part of a salesman centers the eye of his employers upon him as quickly as anything else possibly could. Every order should be written out with care and exactitude. It is dishonest and degrading to stuff an order or to substitute. Those who fall into these disreputable practices speedily lose prestige at home and consideration abroad.

Napoleon once said: "To succeed, one must sometimes be very bold and sometimes very prudent." This is good advice to salesmen.

A few "don'ts" seem pertinent.

First of all, "Don't knock."

"There's so much good in the worst of us,

And so much bad in the best of us.

That it hardly behooves any of us,

To talk about the rest of us."

Don't use profane language.

Don't introduce questionable stories.

Don't be so wedded to your own ideas that you resent kindly direction and suggestion from your principal.

Don't be a "nickel-in-the-slot" salesman. Have some ideas of your own.

Don't dawdle. When abroad, hustle. When at home, study.

Don't forget that it is important to make friends, but even more important not to make enemies.

Don't sleep at the switch.

A good salesman must have personality, vital energy, grit, and determination, all supplemented by a firm belief in his employers, his wares and himself, by tactfulness, and above all by enthusiasm. Enthusiasm is the matchless fire which lights up and vivifies all that is thought and done. With it, success is half achieved; without it, effort is weak, and success impossible.

One more allusion and I have done. This allusion is to what is owing to the salesman at the hands of his employer. Some employers treat their salesmen in an abominable way, always nagging them, never satisfied, and, of course, never complimentary. No matter how hard the salesman has worked, no matter how well he has done, this class of employers never openly recognize his merits. This is as short-sighted as it is shameful. Employers have duties to salesmen as salesmen have to employers; and to affect to be above these duties is ridiculous snobbery; while failure in discharging them, as can readily be done, oftentimes by a pleasantly-worded letter of congratulation, a well-earned increase of salary, or a judicious promotion, is a direct blow at self-interest which is the first law in all commercial transactions.

REPORT OF THE COMMITTEE ON
FREIGHT AND TRANSPORTATION
OF THE
MANUFACTURING PERFUMERS' ASSOCIATION,
(Concluded from May number.)

LOSS AND DAMAGE CLAIMS.

This department of the railroad service is aggravating in its apparently unsystematic methods. Delays in ordinary business means loss of money and patronage. With the railroad it brings profit. Undisputed claims are never paid, they are evaded by allowing them to drag along and finally become dead and forgotten. Ignorance or negligence of the clerical help in the railroad's claim department invariably save the railroad money. If connecting lines refuse or neglect to bear their share of a loss it is so much ready money for the railroad company. The present claim department system of railroads puts a premium upon and pay a financial regard for ignorance, laziness and dishonesty.

Compare what the annual cost of the railroad claim department is to each shipper with what he would save were his shipments made under the German system where the shipment is paid for if not delivered within 30 days of schedule time.

Out of a mass of rejected claims belonging to members of this Association we have selected the following as typical:

Shipment of October 17th, 1905, to L. F. Lee, Jones Chapel, Ala., delayed in transit and repeatedly traced. Repeated inquiries for the goods by consignee during the months of November, December, 1906, and January, 1907, failed to elicit any information and no returns from the tracers were ever received. Shipment was placed in storage by the railroad company and charges of \$11.61 for freight both ways and storage had accrued in November, 1906. Payment was refused because shipment should have been returned to point of origin without charge because its return was the direct result of the delay en route, all of which would have been avoided had the tracers accomplished their purpose.

Shipment of November 27th, 1905, to R. C. Flowers, Troy Ala., refused by consignee because goods were in a damaged condition. Damage is acknowledged by the railroad company, but claim is refused because it is maintained that it was "the legal duty of the consignee to have taken delivery and then enter claim for any damage." Claim entered on November 29th, 1906, for the above is unsettled.

Shipment of July 29th, 1907, to D. E. Schafer, Louisville, Ky., lost until Dec. 7, 1907. Seven tracers issued. No result until Dec. 7th, 1907, when copy of a freight receipt purporting to show delivery to consignee was furnished. The consignee repudiated receipt and investigation showed that the receipt was signed by a cartage and storage company that had the goods in storage. Records of the L. & M. apparently did not show that shipment had been turned over to a storage company. It is claimed that consignee was duly notified of the arrival of shipment,

but this seems improbable, because consignee repeatedly wrote shipper that shipment could not be located. Claim entered December 6th, 1907, still unsettled.

Shipment of December 6th, 1903, to S. W. Bower, Columbus, Ohio, repeatedly traced during December and January, but never located. Claim entered on February 10th, 1904, refused, claim being made that the shipment arrived at destination on December 8th, and that consignee was duly notified. Sent to public storage. Letter of inquiry from consignee dated December 16th, eight days after arrival of shipment at destination, according to the report of the railroad company, indicates that no notice was mailed.

Shipment of November 18th to C. W. Cramer, Madisonville, Ohio, via Pere Marquette Railroad Co., without routing, reached destination December 31st, 1904, in a damaged condition owing to exposure to the weather. Shipment was turned over to the Pennsylvania Railroad Co., which company had no agent at Madisonville and could not, therefore, give the shipment proper care, instead of being turned over to the B. & O. S. W., which company has a representative at Madisonville. The Pennsylvania Railroad Company, being without a warehouse at Madisonville, put the case off and left it exposed to the weather and refused to pro-rate the loss on the shipment, disclaiming responsibility for the damage. The Pere Marquette Co. used their action as an excuse for declining claim, although in the receipt given shipper they agree "to forward with reasonable care and dispatch."

Shipment of June 23d, 1899, to M. H. Plummer, Somerville, Mass., lost in transit. Claim entered on September 23d, 1899. Acknowledged on October 18th, 1899, P. 92730.

On Dec. 25th, 1899, the Boston & Maine Railroad agent at East Somerville, Mass., advised shipper that he had a freight bill covering the above shipment, but the case had never been received either via his line or any other line, and inquired if shipper had entered claim. He was referred to the above claim number, and the initial line, under the same date, was supplied a copy of the communication from the B. & M. R. R. Co. On January 4th, 1900, the receipt of the letter was acknowledged by the railroad, and it was stated that the papers had been referred to the Blue Line agent at Buffalo.

From time to time thereafter the matter was called to the attention of the railroad and on December 16th, 1907, at the suggestion of a person purporting to represent the initial line, duplicate papers were supplied that company. Acknowledging the receipt of the papers on December 10th, the company repudiated their representative and stated, "I am not in a position at this time to handle this claim which was supposedly disposed of in 1900. The records of carriers for that date will have all been destroyed, and if I submit your claim to them they would simply refer it to me with advices to that effect." The same statement was reiterated by the freight claim agent of the railroad company on December 30th, 1907.

The claim was positively declined.

Shipment to W. E. Hensley, Blanchard, Cal., June 27, 1899, via American Express Co. Loss of package through the destruction by fire of express office at Coultersville, reported July 19th, 1899. Claim entered on July 27th, 1899. Traced on March 22d, 1900, and on several subsequent dates.

On November, 1907, the American Express Company, by agent, in response to an inquiry dated November 14th, stated that "we cannot consistently entertain claim in this case." And on November 30th, in response to letter dated November 21st, the statement was reiterated and the position taken that the express company was not responsible for the loss of the package by fire, inasmuch as "the express company, as a transportation company, in making no charge for storage was not liable for the loss of the shipment after a reasonable time has been given consignee to obtain the shipment after it reaches destination," and further stated that "the destruction of the express office by fire is something beyond our control."

That the railroads can justly urge as an excuse for not paying our claims "that they need the money," is disputed by a statement made by Franklin K. Lane, a member of the Inter-State Commerce Commission at Washington, the 31st of March.

Commissioner Lane says:

"The average monthly receipts from freight and passenger traffic for each mile of the 225,000 miles of railroad in the United States reporting to this Commission for the first seven months of this fiscal year were \$980, which is \$180 per mile per month more than the average for the fiscal year ending in 1905.

"The net revenue from traffic, allowing for all operating expenses, including increased wages, and cost of material in the fiscal year ending 1908, is \$37 per mile per month greater than in the year 1904-5."

In the meantime "The Boston News Bureau" printed this month a statement to the effect that, beginning in May, the Eastern trunk lines expect to raise freight rates 15 per cent., to be followed soon by similar action by the Western lines.

Since the purchase of the Panama Canal property by the United States government the German railroad rate system has been put into operation on the Panama Railroad.

We recommend that Congress and the Inter-State Commerce Commission be petitioned for the further extension of that system or some system applicable to inter-state railroad transportation that is plain and explicit in its terms, just and impartial in its application, that will fix and enforce responsibility for the rate and the value of the shipment upon the initial line and that will insure to the shipper the lowest rate between point of origin and destination.

Respectfully submitted,
FREDERICK F. INGRAM,
Chairman.
FRANK B. MARSH.
B. I. MOTT.
C. W. JENNINGS.

OIL OF SANDALWOOD.

THE EDITOR THE AMERICAN PERFUMER:

SIR: Any contribution of experience emanating from an old established firm of distillers like Messrs. Stafford, Allen & Sons, Ltd., as to the physical and chemical characters of Oil Sandalwood, is sure of a welcome and to be read with interest by those of your readers interested in this oil.

We think it regrettable, however, that in their letter, published in a recent issue of your paper, they make use of the expression, "and any plea for a widening of the Pharmacopoeia limits must be regarded with suspicion." The function of the U. S. P. and B. P. is to determine the limits as to the chemical and physical characters of the pure oil and then demand same for all oils sold as Oil of Sandalwood U. S. P. or B. P., and when firms of the experience and standing of Messrs. Sharp & Dohme, Evans Sons, Lescher & Webb, and ourselves, advocate a modification of the official limits and give their reasons therefor, the "plea" is surely entitled to the same consideration of good faith as that put forth by any other firm advocating the retention of the present official figures.

To justify the exclusion of oils possessing characters outside the official limits would require proof that only such oils as answer the present narrow Pharmacopoeia limits, possess the full therapeutic efficiency and odor value, and that this is not so is, we think, proved by the fact that they have been found satisfactory by purchasers in countries where the standards imposed by the United States and British Pharmacopoeias do not obtain.

We are,

Yours faithfully,

W. J. BUSH & CO., INC.

TRADE-MARK PROTECTION.

BY SAMUEL E. DARBY, ESQ.

(Continued from January number.)

In case notice of opposition to the registration of a trade-mark is filed in the Patent Office within the period of thirty days after publication of such mark, the Commissioner of Patents is required by Section 7 of the Statute to notify the applicant for the registration, and to give such applicant the grounds for the opposition. The provision of the Statute is usually carried out by requiring notices of opposition to set forth fully and in detail the grounds for the opposition, and to be filed in duplicate, one copy, so filed, being furnished by the Commissioner of Patents to the applicant for the registration of the published mark.

Section 7 of the Statute provided, further, that whenever application is made for the registration of a trade-mark, which is substantially identical with a mark previously registered by another for goods of the same descriptive properties; or is substantially identical with a mark for which another has previously made application for registration; or which so nearly resembles such mark, or a known mark owned and in use by another, as, in the opinion of the Commissioner, to be likely to be mistaken therefor by the public, the Commissioner may declare that an interference exists as to such trademark.

It will be observed that two essential prerequisites, to the declaration of an interference are necessary, namely: there must be substantial identity of the marks involved, or such near resemblance between them as to be likely that the one will be mistaken for the other by the public, and, secondly, the marks must be appropriated to goods of the same descriptive properties. It is left to the discretion of the Commissioner of Patents to determine whether the marks are substantially identical or bear such close resemblance to each other as to be likely to cause mistake by the public. The Patent Office practice provides for contesting these matters by the parties whose marks are involved.

This may be done in a case where an applicant believes that his mark is not substantially identical with that of another party with which his mark is placed in interference, or if he believes that the marks do not bear such near resemblance to each other as to be likely to cause mistake by the public, when appropriated to goods of the same descriptive properties, he may make a motion to dissolve the interference and on the hearing of such motion both parties may present their reasons and arguments for or against the continuance of the interference. Should the motion to dissolve the interference eventually prevail, then the contest ends so far as interference proceedings are concerned. Should the motion to dissolve be eventually overruled, then the interference proceeds in order to determine to whom belongs the right of registration to the trade-mark in question. Ordinarily this right belongs to the one who was first to adopt and use the mark in trade. Sometimes the right of registration depends upon other questions besides that of priority of adoption and use. For instance, the ownership of the

mark may determine the matter. Abandonment or cessation of the use of the mark may be drawn in question, and other grounds frequently arise in interference proceedings which determine the right of registration, each case being controlled largely by its own facts and circumstances.

It will be observed that interferences are not confined to prior registrations or applications for registration, as the Statute gives the Commissioner of Patents the right to declare an interference between an application for registration and "a known trade-mark owned and used by another." There must, however, be a pending application for registration. Interferences are not declared between registrations actually issued.

To the Examiner of Interferences in the Patent Office, is confided the duty to hear and determine, in the first instance, contests growing out of oppositions and interferences in trade-mark matters.

As a result of the opposition or interference proceedings, the Commissioner of Patents is given the power to refuse registration of the mark against which opposition is filed, or to refuse to register both of two interfering marks, or to register the mark, as a trade-mark, for the one who is the first to adapt and use the mark, provided such person is otherwise entitled to register the same.

In opposition and interference proceedings, the parties are given the right to establish by testimony, the grounds for their opposition or their right to registration. In the case of oppositions it frequently is necessary to establish the fact that actual confusion in trade has occurred by purchasers being actually deceived by the opposed mark. If the marks involved in the opposition are substantially identical it may not be necessary to prove that actual mistake or confusion has occurred as such fact will be inferred as a necessary legal consequence from the identity of the marks. In the case of interferences the proofs usually are directed to establishing priority of adoption and use and also exclusive ownership. In taking the testimony of either party, the other party is entitled to be represented and to cross-examine the witnesses. The opponent, in opposition proceedings, and the junior applicant, in interference proceedings, have the burden of proof resting on them. They have the right to take *prima facie* proofs in support of their contentions and also to take rebuttal proofs as to any evidence taken or adduced in behalf of their adversaries. The testimony so taken and presented by the respective parties is required to be printed and filed in the Patent Office, and the decision of the controversy is made upon the showing of facts as established by such testimony.

Section 8 of the Statute provides for appeals to the Commissioner of Patents in person from the action of the Examiner in charge of trade-marks refusing an application for registration or an application or the renewal of the registration of a trade-mark, and also from the decision of the Examiner of Interferences rendered against a party to an interference or a party to an opposition proceeding. The Government appeal fee is \$15 in each case.

Under Section 9 of the Statute, if an applicant for registration of a trade-mark, or for cancellation of a trade-mark, or a party to an interference or to an opposition

proceeding, is dissatisfied with the adverse decision of the Commissioner of Patents, he may appeal to the Court of Appeals for the District of Columbia, on complying with the conditions and requirements prescribed for appeals in patent matters, and the same rules of practice and procedure that govern patent appeals also apply to trade-mark appeals.

Section 10 of the Statute provides that registered trademarks, and trade-marks, the registration of which has been applied for, together with the application for the registration of the same, may be assigned. The exact words of the Statute are: "shall be assignable in connection with the good will of the business in which the mark is used." This would seem to indicate that a trade-mark right cannot be transferred or conveyed except in connection with the good will of the business in connection with which the mark is used, and therefore, the owner of a trade-mark may not sell out his business to one person and the trade-mark which he used in connection with that business to another person. Nor, it would seem, can the owner of a trade-mark part with a portion of his right to a trade-mark, that is, he cannot grant licenses thereunder to others, nor sell undivided part interests in his trade-mark rights. This follows from the Statute itself, and also from the inherent nature of the trade-mark right of property, one essential characteristic of which is exclusive ownership use and enjoyment thereof. If others have an equal right to the use of a trade-mark for the same class of merchandise, or goods having the same descriptive properties, then exclusiveness of use, ownership and enjoyment is destroyed. This section of the Statute differs from the Patent Statutes relating to the assignment of inventions, patents, and applications for patents, in that in the latter provision is made for the assignment, sale or conveyance of the whole or any part of the title, or for grants or licenses thereunder while such is not the case with trade-marks.

Assignments of trade-marks are required to be in writing, and the execution thereof must be acknowledged according to the laws of the country or State in which the execution of the same takes place. No special form of assignment is prescribed by the Statute other than as regards the acknowledgment thereof, except that the assignment must be in connection with the good will of the business in which the assigned mark is used.

Unless an assignment of a trade-mark is recorded in the Patent Office within three months from its date, it will be void as against any subsequent purchaser of the mark who pays a valuable consideration for it and who has no notice of the prior sale. Record of trade-mark assignments is kept in the Patent Office. Where an assignment of an application for registration of a trade-mark is made and the assignment has been entered of record in the Patent Office and contains a request therefor, the certificate of registration will issue to the assignee of the applicant.

Certificates of registration of trade-marks are issued in the name of the United States of America, under the seal of the Patent Office, and are required to be signed by the Commissioner of Patents.

Printed copies of any registered trade-mark may be procured from the Commissioner of Patents upon pay-

ment of the legal fee therefor, which is five cents for each copy. Manuscript copies of recorded assignments of trademarks, applications or registrations may also be procured upon payment of the legal fees for the same, which are ten cents for every one hundred words or fraction thereof. Copies of any records, books, papers, or drawings relating to trade-marks, belonging to the Patent Office, and of certificates of registration, authenticated by the seal of the Patent Office, and, certified by the Commissioner of Patents may be used in evidence, under the provisions of Section 11 of the Statute, in all cases where the originals could be evidence, and any one making application for such copies, authentication and certification may procure the same upon payment of the legal fees therefor.

Section 12 of the Statute provides that a certificate of registration shall remain in force for twenty years, except that in the case of a trade-mark which has been previously registered in a foreign country, the certificate of registration in the United States shall cease to be in force on the day on which the trade-mark ceases to be protected in the foreign country, but in no case shall it remain in force more than twenty years, unless renewed. Provision is made, however, for the renewal of certificates of registration from time to time, for like periods of twenty years each, on payment of a renewal fee of ten dollars, upon request by the registrant, his legal representatives, or transferees of record in the Patent Office. The request for renewal may be made at any time not more than six months prior to the expiration of the period for which the certificate was issued or previously renewed. This provision of the Statute imposes upon registrants the necessity of making application for renewal of their certificates of registration every twenty years, although the legal representatives or assignees of registrants may make the application for renewal. But if the assignee makes the application for renewal his assignment must first be recorded in the Patent Office.

(To be continued.)

We are in receipt of the following:

"TO OUR FRIENDS AND GENERAL TRADE.

We wish to express our appreciation of the assistance rendered to us during our recent financial difficulties, and trust our future actions will be such as to merit the continued good will and confidence of our former patrons and friends.

Below we issue a copartnership notice, sincerely trusting the same courtesy and consideration which characterized your attitude towards the old firm will be extended to the new firm of Vail Brothers and Rice Company.

COPARTNERSHIP NOTICE.

PHILADELPHIA, June 1, 1908.

The undersigned have this day consolidated under the firm of John H. Rice & Company, controlling the strong combination.

The firm of John H. Rice and Company, controlling the best selling line of Souvenir and Novelty Perfumes, added to the extensive line of well-known Perfumes and Toilet Articles of Vail Brothers, makes it a combination unequalled in the United States.

Thanking you for past favors, and soliciting a continuance of your valued patronage, we remain,

Very truly yours,

VAIL BROTHERS,
JOHN H. RICE & CO."

COLGATE'S CLOCK.

The largest clock in the world was set going Monday, May 25, 1908, 3 p. m., on the top of the Jersey City factory of Colgate & Company. The mechanism was started by a touch on an electric button, a ceremony that was performed by Mayor Wittpen of Jersey City. Speeches were made by several men identified with the building of the clock, to celebrate the event. This giant clock which faces New York from the Jersey shore, is visible for many miles, and is really a very wonderful piece of mechanism and its regulation has involved some interesting problems. Heretofore, the Westminster dials on the Parliament Buildings in London have held the record abroad, with the diameter of 22½ feet and an area of 398 square feet. In this country the dials on the Philadelphia City Hall are the largest, measuring 25 feet across, and having an area of 490 square feet.



The Colgate clock has an area of more than twice either of these. The dial of this monster is 38 feet across, and its area 1,134 square feet. The minute hand is twenty feet long and with its counterpoise, weighs nearly a third of a ton, while the ponderous weight that moves the mechanism weighs just two thousand pounds, and the whole clock approximately six tons. Across the dial of this clock twenty men of average size could stand shoulder to shoulder. The big timepiece is unique in the way it is made visible at night. Instead of the usual transparent dial lighted from behind, the hands are outlined with incandescent lights; brilliant red lights mark each numeral, and an incandescent lamp each minute mark. These are twenty-four inches apart. The face of the clock is really in skeleton form, as it was found unsafe to expose so large an area to the wind without such heavy supports that the face would be obscured. The tip end of the hour hand travels twenty-four inches every minute, or over a half a mile a day. The "works," although gigantic in size, are constructed and mounted with such nicety that they can be regulated as accurately as a watch.

Mr. J. M. Bush, President of W. J. Bush & Co., Inc., who has been here for his usual visit, returns to Europe June 24th.

Mr. Otto P. Meyer, of St. Louis, head of the manufacturing department of Meyer Bros. Drug Co., was in New York recently greeting old friends with his usual smile.

FOREIGN CORRESPONDENCE.

[The news appearing under this heading from month to month is the latest possible authentic reports from the various floral culture centers or markets. Just because these are reports taken on the spot, reflecting actual conditions which are constantly changing, apparent contradictions are due to altered conditions, and must be so considered.—ED.]

FRANCE.

CANNES (A. M.)—The crop of Violets has been very limited and the quantity of flowers gathered did not suffice for the manufacturers of Perfumers' Materials. While at the beginning the price fixed was 4.50 francs per kilo, that was increased gradually to 6.25 francs. Only the most fortunate manufacturers, with contracts at fixed prices, secured what was needed at low prices and in sufficient quantity.

The Jonquil crop was duly gathered, and was normal in all respects.

The manufacture of Mignonette (Reseda) products is about completed, and stocks for the constantly increasing demand have been laid up.

Both Rose and Orange Flowers have suffered severely this season. Both are very late, the sudden blossoming in large quantities being most unfortunate. The old local proverb is realized once more: "A crop begun in April ends in June; begun in May ends in May." The weather was most unpropitious, persistent droughts in Winter and early Spring, late frosts, passing suddenly to Summer temperatures, all conditions tending to disrupt the regular and proper development of the blossoms. The frosts of April were fatal to many Rose plantations, so the crop will be much less than normal. The mild Winter and dry Spring had a like ill effect upon the Orange Flowers, of which the yield will be less than normal. Some of these blossoms have been bought for 1.05 to 1.10 francs per kilo, but the yield of oil has been fairly good, so the price of Oil Neroli will be about that of last year. There will be no rise in the price of Rose products, as the stock of these is considerable, which is not the case with Orange Flower products, as the crop of these has been short for three years past.

BULGARIAN ROSE.

The statistics of the crop of Otto of Rose, emanating from the Chamber of Commerce of Plovdiv annually is not yet completed, but we know positively that the production of the year will not exceed 600,000 muscals, which is about 40% less than the production of previous years.

On this account the producers of the Roses raised their prices for the Otto, and whereas in other years it was sold for 2.50 to 3.50 fr. per muscal, it is now sold for 4.10 to 4.50 and even 4.80 fr. These prices are not very high, for there have been years when Otto has cost 6 to 7 fr. a muscal; but this advance allows the growers to cover expenses of cultivation while awaiting better crops.

It seems, however, that some European buyers and consumers are badly posted on the exact condition of the crop and have only a vague idea of the heavy and numerous expenses of the production of Otto of Rose. At the same time they hope to buy Otto at the very low figure of 500 to 700 fr. per kilo, which is impossible this year, unless they are willing to accept impure Otto or that of poor quality. Unfortunately those most guilty of this error so widespread in the West, are the exporting merchants themselves, who make advance contracts with foreign houses to furnish them with stated quantities at prices which are fixed without due consideration of facts bearing directly upon the future crop, as to which they simply guess. And when they find that they have made a mistake in their calculations they try to force their prices upon the producers. We are informed that this year too some merchants, instead of posting their customers as to the precise condition of the crop, have advised them not to buy at all until next November or December, when they will furnish them Otto at 3 francs per muscal.

The matter standing as it does, and knowing that on one side the dealers have no large stocks from last year to dispose of, and on the other hand, that the European consumers cannot do without the amount of Otto usually exported, the Chamber of Commerce has recommended the producers who are now ready to sell 300,000 muscals not to lower the price of the crop; there is little danger that their merchandise will long remain stored.

It may be interesting to see the precise figures of the export of Otto last year:

	Kilos.	Muscals.
United States	1,641	1,154,153
France	1,529	1,078,151
England	891	614,792
Germany	714	494,793
Russia	238	257,594
Turkey	230	163,856
Austro-Hungary	23	14,683
Italy	20	12,681
Switzerland	14	8,689
Belgium	13	7,831
Holland	3	1,995

—*Journal de la Drogérie.*

PURE FOOD NEWS.

FEDERAL.

The Department of Agriculture has issued an advance circular giving the recommendations to govern the work for the present year. Those parts of the circular which are of special interest to our readers are as follows:

FLAVORING EXTRACTS.

It is recommended—

(1) That methods for the detection of caramel and other coloring matter in vanilla extracts be studied.

Adopted.

(2) That the quantity and quality of soluble matter in vanilla beans obtained in the preparation of standard vanilla extract be determined by the referee in 1908.

Adopted.

COLORS.

It is recommended that further work be done looking to a more comprehensive examination of the so-called "vegetable colors," some of which would seem to be no more properly classed as vegetable colors than are the anilin dyes.

Adopted.

The conclusion of the Government's case against Robert N. Harper for violation of the National Law has aroused universal attention. Notwithstanding the reports that President Roosevelt had urged the imposition of a term of imprisonment, fines amounting to \$700 were imposed, but the case is to be appealed so as to make a thorough test.

The U. S. Food Inspection Laboratory for the State of Washington has been opened at Seattle, in charge of F. F. Flanders, formerly of the State College at Pullman.

The U. S. Pure Food Laboratory at New Orleans is most active, under Chief Harrison and Dr. Balcom. Chief Inspector W. G. Campbell, of Washington, and Dr. Doolittle, of New York, after a careful inspection of the work being done, expressed their satisfaction at the methods used.

THE AMERICAN PERFUMER

It is astounding that with the Pure Food Law on the statute books so long, and discussed so widely that the practice of selling Oil of Peach Kernels under the name of Almond Oil is still persisted in. It is stated that of 200 samples of so-called Oil of Almonds collected in New York City more than fifty per cent. proved to be Oil of Peach Kernels or of Apricot Kernels. Here is an excellent point of beginning for the Federal authorities, as the test is simple and conclusive, and convictions may be easily obtained. No one has the right to claim usage for his defense, and the guilty can soon be brought to book and punished.

Originally the sum of \$75,000 was set down for the use of the National Pure Food authorities—little enough to do any real work, but before the bill was adopted this sum was reduced to \$25,000. Is this a way to block the operation of the law while pretending to support it?

The United States Department of Agriculture has issued F. I. D. No. 90, The Labeling of Foods and Medicinal Mixtures for Stock and Poultry; No. 91, The Labeling of Mocha Coffee; No. 92, The Use of Copper Salts in the Greening of Foods; No. 93, Amendment to Regulation 34; No. 94, The Labeling of Medicinal and Table Waters; No. 95, The Use of Neutral Spirits distilled from Beet Sugar Molasses in the preparation of Whisky Compounds and Imitation Whiskies; No. 96, Serial Number Guaranty; and Notice of Judgment No. 1, Misbranding of Apple Cider.

The first test case as to the rulings of Attorney-General Bonaparte and the Pure Food Officials on the subject of what constitutes Whisky was decided June 2, by the Court of Appeals of the District of Columbia upholding the U. S. Government on every point of its contentions.

C. B. Woodworth Sons Co., of Rochester, N. Y., having been brought before the Federal Court for selling a Vanilla Extract colored artificially and misbranding same, pleaded guilty to the charge of misbranding and was fined \$100. It was shown that the violation of the law was unintentional, and amendment being promised, sentence was suspended upon a second charge of adulteration.

We have received the following State publications regarding Food and Drug Laws and regulations:

California Monthly Bulletin from the California State Board of Health, Vol. III, No. 11, dated Sacramento, California, April, 1908.

Idaho Bulletin No. 5, rules and regulations effective Dec. 31, 1907, and report of analysis of food samples collected to May 1, 1908, dated Boise, Idaho, May 1, 1908.

Kansas, Bulletin of the Kansas State Board of Health, Vol. V, No. 4, dated May, 1908.

Kentucky, Food and Drug Law of the State of Kentucky as approved March 13, 1908.

Louisiana, Food and Drug Law of Louisiana, also the Food and Drug Regulations of the Louisiana State Board of Health and Food Standards as adopted April 25, 1908.

North Dakota, eighteenth annual report of the North Dakota Agricultural Experiment Station, Part II. Report of Food Commissioner, 1907. Dated Agricultural College, N. D., 1908.

New Hampshire, Sanitary Bulletin published quarterly by the State Board of Health, Vol. III, No. 2, dated Concord, New Hampshire, 1908. Contents, Standards of Purity for Food Products; Report of Food and Drug Inspection; Food and Drug Examinations, including Flavoring Extracts, etc.

Ohio, General Food and Drug Law as amended May 1, 1908.

Pennsylvania, Monthly Bulletin of the Dairy and Food Division of the Pennsylvania Department of Agriculture, Vol. VI, No. 4, dated May 15, 1908.

Bulletin 152 from the Laboratory of the Inland Revenue Department, Ottawa, Canada. This Bulletin deals with Tincture of Iodine.

According to statements in circulation in authoritative circles here, the Treasury Department either has adopted or will shortly embark upon an entirely new policy with reference to re-exportations of imported foods which are now found to be misbranded or adulterated, resorting much more frequently to this means of enforcing compliance with the Pure Food Law. It is stated that the number of cases of serious misbranding or adulteration have been such as to arouse alarm and to give rise to a feeling of renewed responsibility in the matter on the part of the Treasury people. According to the present practice the Department of Agriculture, through its bureau at ports of entry, merely inspects the goods which are then certified to the Department at Washington as being misbranded or adulterated in cases where either of these conditions is found to exist. The Treasury Department then has full authority as to what to do.

The Department is ordering some re-exportations to be made, instead of relabeling and allowing entry into consumption as it had been expected to do at the time of the friction between the Treasury and the Department of Agriculture some time ago. While the relabeling will go on in cases where the offense is merely that of misbranding, it is expected that where actual chemical adulteration has occurred, it will be necessary to order re-exportation.

The Senate March 31st passed a bill amending the Pure Food and Drug Act passed at the last Congress so that it will include the pharmacopoeia of the homeopathic school as well as the formulas of the other medical practitioners.

NEW INCORPORATIONS.

THOMPSON'S CARBOLIC SOAP COMPANY, Brooklyn; capital, \$100,000. Directors—George H. Thompson and George H. Thompson, Jr., East Orange, N. J.; John C. Heinman, 662 Monroe street, Brooklyn.

THE JOLIET HIDE, TALLOW AND SOAP COMPANY, Chicago, Ills., has been incorporated with a capital stock of \$50,000. The company's offices are at 6124 South Park avenue. The incorporators are John McCracken, G. N. Ralph and Dennis M. Malloy.

With a paid-up capitalization of \$3,000 out of \$10,000 permitted, the Peerless Soap Company, Buffalo, filed papers of incorporation in the County Clerk's office. The directors are Fred F. Browne, Carl Bischoff and Gordon F. Matthews.

An amendment to the charter of the Magic-Keller Soap Works, New Orleans, La., has been filed in the office of the recorder of mortgages and conveyances. It provides for an increase in the capital stock that makes the capitalization \$150,000, and also stipulates that the Board of Directors shall henceforth be composed of nine stockholders. Other changes in the original articles of incorporation are made.

MONTEREY, Mex., May 16.—A \$100,000 company has been formed for the purpose of establishing and operating a new soap factory in Monterey, the plans and specifications for which are now being made. The company is being financed by Alberto Sada, Joaquin Escamilla, Jose Paras, J. Armentaiz, Patricio Milmo and Luis Guimbaro and will be known as the Compania Jobanero de Monterey, S. A. A site has already been secured by the company and machinery has been ordered from the United States. The following officers have been elected: A. Sada, president; J. Escamilla, secretary, and J. Paras, treasurer.

IN THE TRADE.

It is rumored that M. Robt. Ewald of the firm of Jean-card Fils & Co., has been captured by Cupid and will soon lead a fair damsel to the altar.

Mr. F. E. Toennies, of Heine & Co., New York, will sail for Leipzig, Germany, on the *Prince Friedrich Wilhelm*, on July 30th, and will be gone about two months.

Pittsburg Soap Company property, on the South Side, title to which was vested in Charles Keppel, as trustee, has been sold at sheriff sale to Winter Bros. for \$37,500.

Mr. Wm. Rieger, of Paul Rieger & Co., San Francisco and Chicago, was in New York during the early part of the month, being welcomed by his many friends.

We have just learned that on May 21st fire destroyed part of the factory of L. Givaudan, Geneva, Switzerland. The musk department was not affected, but some of the stock of finished goods and prime materials was destroyed.

In Wilkes-Barre recently the Taylor Drug Co. performed the somewhat unusual task of perfuming an entire theatre. The Lucerne had become redolent with the odor of tobacco, but the perfumers changed all that to an atmosphere of purity and fragrance.

The *Résumé* of the Proceedings of the Fourteenth Annual Meeting of The Manufacturing Perfumers' Association has just been sent out. As a novel and interesting effort to post all members upon what was done at the late Convention great credit is due the energetic Secretary, Mr. W. H. Hyde.

A concern in San Francisco manufacturing flavoring and perfumery extracts has applied for a lower rate to the East. This is done because the firm asserts that its products are being sold by 15,000 to 20,000 druggists and in every large town from the Pacific to the Atlantic. The rate at the present on this class is \$1.35 per 100 pounds less than carload. The application is for a rate of \$1.

In summer time, when pastes are liable to sour and spoil, there is no more convenient and safe adhesive than the Condensed Paste Powder, made by the Arabol Manufacturing Company, 100 William street, New York City. It takes up very little room to be kept in stock, it is cheaper and reaches further than common flour paste. Some boiling water or steam makes it ready for use in a minute. It sticks, works smoothly, and does not spoil the looks of the label.

MADISON, Wis., June 1.—Lavishing perfume upon the women with whom he flirted was the undoing of Joseph Holmes, who was recently arrested for burglarizing a drug store. Holmes had made a decided impression with many hotel waitresses and other women by his unlimited supply of "free" perfume. Investigation proved that the delightful odor exactly matched that which once filled a large bottle at one of the local pharmacies, but which had disappeared.

A notice posted on the window at the office of the J. W. Colton Company gives the information that the west section of the building occupied for so many years by the Colton Flavoring Extract Company, is for rent. This means that Westfield, Mass., is to lose the Colton extract business that was established many years ago by the late John W. Colton. The business has been purchased by an out-of-town flavoring extract concern, said to be the Baker Company of Springfield.

A "Perfumed Dinner" is the latest Paris fad of the Drexels. Details as to the method employed are not forthcoming, but if imitated there should be quite an increase in the consumption of perfumery.

The Analytical Notes published by Evans Sons, Lescher & Webb, Ltd., will be highly appreciated by all interested in securing drugs and chemicals of real worth and effectiveness. It is just issued for 1907, and contains many most interesting analyses.

Mr. W. G. Ungerer, of Ungerer & Co., has recovered from quite a severe illness, and after recuperating in Atlantic City, has returned to his desk, where he is receiving the congratulations of his numerous friends upon his renewed vigor.

The suit for \$100,000 instituted against Jos. Fels and Samuel S. Fels by the International Mercantile Marine Co., has been dismissed by Judge Adams of the United States District Court, on the ground that the carrying company must have known the character of the goods carried and should have stowed it where properly ventilated, thus avoiding the explosion which took place.

It is rather strange what juries will do, for here is one that has awarded damages of \$5,000 to the widow of a man who drank Extract of Ginger because he lived in a "Dry" town and could get nothing else alcoholic, and died from the effects. When men or women use as beverages what are intended to be used for flavoring only, who is to blame? Only possible in Wetumka, Okla.

The crusade conducted by the leading perfumery houses using distinctively marked bottles and labels, to prevent the refilling of such bottles with spurious preparations and their sale as genuine resulted in the imposition in the Centre street police court on May 29, of a fine of \$8 on Edward Dreher, a push cart peddler, who was discovered selling what was apparently Hudnut's perfumery at 10 cents a bottle.

The bottles and labels were genuine, but the contents were not, being merely a brand of colored water especially prepared for the occasion. In lieu of the \$8, which the defendant did not pay, he is spending eight days in jail.

The April "Berichte" of Schimmel & Co. (Fritzsche Brothers) has just appeared in the English version. It should be studied carefully by all who wish to be thoroughly posted upon the advance in Essential Oil science. One of the most valuable features of this publication is that it is fair to all investigators and gives due credit to each, no matter whence he comes or what the result of his investigations.

The manufacturing plant of the N. Ward Co., Ward's Island, Boston harbor, was threatened by a disastrous fire on June 6th. The refuse house was destroyed, but fortunately the flames were controlled before reaching the main building, in which were many valuable materials used in the manufacture of cosmetics, soap, etc. The loss was nevertheless several thousand dollars.

On Wednesday evening, June 17, 1908, at the Church of The Good Shepherd, Brooklyn, N. Y., Mr. Lewis E. K. White and Miss Lena Elise Babcock were married.

The bride is the daughter of Mrs. M. L. Babcock, who conducts the perfumery business of her husband, the late A. P. Babcock at 447 W. Fourteenth Street, New York.

Mr. White has been connected with the business for some time and is active in its management.

The wedding ceremony was followed by a reception at the Pouch Gallery. The young couple are now on their honeymoon to Baltimore, Washington and Old Point Comfort, and on their return will reside in Brooklyn.

PATENTS, TRADE-MARKS, ETC.



NOTE TO READERS.

This Department is conducted under the general supervision of Samuel E. Darby, Esq., Patent and Trade-Mark Attorney, 220 Broadway, New York, formerly Chief Clerk and Examiner U. S. Patent Office. This report of patents, trade-marks, labels and designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: **PERFUMES, SOAP, FLAVORING EXTRACTS AND TOILET PREPARATIONS.**

SOAP, FLAVORING EXTRACTS and TOILET PREPARATIONS.
The trade-marks illustrated are described under the heading "Trade-Marks Applied For," and are those for which registration has been allowed, but not yet issued. All protests for infringement, etc., should be made promptly to the Commissioner of Patents, Washington, D. C.

All inquiries relating to patents, trade-marks, labels, copyrights, etc., will receive Mr. Darby's attention if addressed to

PATENT AND TRADE-MARK DEPT

Perfumer Pub. Co.

100 William St.,
New York

PATENTS GRANTED.

888,287.—SOAP-SHAVER.—John H. Williams, Wilkes-Barre, Pa. Filed May 15, 1907.

A device of the kind described comprising a U-shape wire frame, the bow portion of said frame being bent at an angle to the body portion, the side members of the frame

adjacent the bow portion being bent upon themselves, forming loops adapted to engage the inner side of a receptacle, the bow portion engaging the outer side, a plate carried by said frame, an end portion of the plate being transversely curved and extending into said loops, and tongues forming cutting blades punched from said plate.

889,306.—SOAP-DISTRIBUTOR FOR TOILET USE.—John W. Hoffman and Charles G. Munson, Chicago, Ill. Filed June 11, 1907.

11, 1907.
5. In a soap distributor, a piston chamber having an outlet duct and containing a piston and a reciprocating abutment forward of the piston face, the piston and the abutment being relatively movable apart to receive a portion of plastic soap between them, and relatively movable together to squeeze out the plastic soap when the same is over the outlet duct, and the relatively opposite abutment faces being inclined to converge upwardly from the outlet duct.

890,634.—POWDER CAN.—Amassa F. Foote, New York, N. Y. Filed May 6, 1907.

1. A receptacle provided with an outlet, a stopper adapted to hang at the edge of said outlet, and a frame comprising crossed staple-like members secured together and to the receptacle inclosing said stopper to limit its outward movement and to guide the stopper as it slides.

TRADE MARKS REGISTERED.

69,106.—Flavoring extracts for Foods.—E. M. Chase Company, Nebraska City, Neb.

Filed January 28, 1908. Serial No. 32,460. Published March 17, 1908.
 69,129.—Liquid Preparation to be Used as a Toilet Soap.—William Cooper & Nephews, Berkhamsted, England.
 Filed December 7, 1907. Serial No. 31,605. Published March 17, 1908.
 69,130.—Soap.—D. R. Bradley & Son, Pleasantville and New York, N. Y.
 Filed February 12, 1908. Serial No. 32,718. Published March 17, 1908.
 69,139.—Hair-Tonics.—Southern Medicine Co., Atlanta, Ga.
 Filed February 4, 1908. Serial No. 32,561. Published March 17, 1908.
 69,140.—Soap.—Swift & Co., Chicago, Ill.
 Filed February 10, 1908. Serial No. 32,667. Published March 17, 1908.
 69,141.—Perfumery, Toilet and Complexion Powders and Tints.—E. Wertheimer & Cie., Paris, France.
 Filed September 12, 1907. Serial No. 29,883. Published March 17, 1908.
 69,142.—Perfumery and Face-Tints.—E. Wertheimer & Cie., Paris, France.
 Filed September 12, 1907. Serial No. 29,883. Published March 17, 1908.
 69,143.—Perfumery and Face-Tints.—E. Wertheimer & Cie., Paris, France.
 Filed September 12, 1907. Serial No. 29,883. Published March 17, 1908.
 69,144.—Toilet Powder.—E. Wertheimer & Cie., Paris, France.
 Filed September 12, 1907. Serial No. 29,886. Published March 17, 1908.
 69,145.—Perfumery, Toilet Powders, and Face-Tints.—E. Wertheimer & Cie., Paris, France.
 Filed September 12, 1907. Serial No. 29,887. Published March 17, 1908.
 69,150.—Antiseptic Powder.—Red Cross Powder Company, New York, N. Y., assignor to White Cross Toilet Powder Company, New York, N. Y., a corporation of New Jersey.
 Filed January 10, 1908. Serial No. 32,158. Published March 17, 1908.
 69,160.—Tooth-Powders and Tooth-Pastes.—Lizzie E. Van Wyck Rhein, New York, N. Y.
 Filed July 22, 1907. Serial No. 28,946. Published November ???.
 69,162.—Perfumery, Complexion-Powders, and Face-Tints.—E. Wertheimer & Cie., Paris, France.
 Filed September 12, 1907. Serial No. 29,882. Published March 17, 1908.
 69,175.—Soap.—Barclay & Barclay, New York, N. Y.
 Filed February 19, 1908. Serial No. 32,874. Published March 24, 1908.
 69,207.—Powdered Disinfecting and Cleaning Preparation.—Automatic Disinfecting Co., Minneapolis, Minn.
 Filed November 6, 1907. Serial No. 31,036. Published March 24, 1908.
 69,211.—Antiseptic Cream for Wounds and Abrasions of the Skin.—Nettie M. Moon, Mercer, Pa.
 Filed November 9, 1907. Serial No. 31,108. Published March 24, 1908.
 69,217.—Perfumes and Perfumed Toilet Powders.—Eddy Palmer, New York, N. Y., assignor to Solon Palmer, a Corporation of New York.
 Filed June 27, 1905. Serial No. 9,149. Published March 24, 1908.
 69,250.—Antiseptic Hygienic Powder.—James D. De Witt, Easton, Pa.
 Filed February 10, 1908. Serial No. 32,681. Published March 31, 1908.
 69,259.—Perfumes for Toilet Use.—Soctá. Prodti. Chimco. Farmacci. A. Bertelli & Co., Milan, Italy.
 Filed February 6, 1908. Serial No. 32,616. Published March 31, 1908.

69,422.—Soap.—Walter K. Freeman, Oscawana, N. Y.
 Filed March 4, 1908. Serial No. 33,168. Published April 14, 1908.
 69,425.—Soaps, in Powdered and Cake Forms.—The Great Atlantic & Pacific Tea Company, New York, N. Y.
 Filed March 2, 1907. Serial No. 25,691. Published April 14, 1908.
 69,430.—Soaps.—L. T. Piver et Cie., Paris, France.
 Filed December 20, 1907. Serial No. 31,883. Published April 14, 1908.
 69,480.—Certain Toilet Preparations.—D. R. Bradley & Son, Pleasantville and New York, N. Y.
 Filed February 12, 1908. Serial No. 32,717. Published April 14, 1908.
 69,492.—Certain Preparations for the Hair.—Howard E. Nichols, St. Louis, Mo.
 Filed November 20, 1907. Serial No. 31,265. Published April 14, 1908.
 69,493.—Certain Toilet Preparations.—Parisian Institute of Hair Culture & Facial Treatments, Stockton, Cal.
 Filed November 18, 1907. Serial No. 31,238. Published April 14, 1908.
 69,521.—Nail-Polish.—Miller Bros., New York, N. Y.
 Filed February 10, 1908. Serial No. 32,678. Published April 14, 1908.

LABELS REGISTERED.

2287.—Title: "Jap Rose Soap (Transparent)." (For Soap.) James S. Kirk & Co., Chicago, Ill. Filed April 30, 1908.
 2288.—Title: "Jap Rose Soap (Transparent)." (For Soap.) James S. Kirk & Co., Chicago, Ill. Filed April 30, 1908.
 2289.—Title: "Jap Rose Soap (Transparent)." (For Soap.) James S. Kirk & Co., Chicago, Ill. Filed April 30, 1908.
 2290.—Title: "Jap Rose Soap (Transparent)." (For Soap.) James S. Kirk & Co., Chicago, Ill. Filed April 30, 1908.
 2291.—Title: "Jap Rose Soap (Transparent)." (For Soap.) James S. Kirk & Co., Chicago, Ill. Filed April 30, 1908.
 2292.—Title: "Jap Rose Soap (Transparent)." (For Soap.) James S. Kirk & Co., Chicago, Ill. Filed April 30, 1908.
 2293.—Title: "Jap Rose Soap (Transparent)." (For Soap.) James S. Kirk & Co., Chicago, Ill. Filed April 30, 1908.
 2294.—Title: "Jap Rose Soap (Transparent)." (For Soap.) James S. Kirk & Co., Chicago, Ill. Filed April 30, 1908.

PRINTS REGISTERED.

14,207.—Title: "McFadden's Dan-do." (For a Hair-Tonic.)—Ross M. McFadden, Detroit, Mich. Filed April 1, 1908.
 14,228.—Title: "Fold Up the Tube as Cream is Used." (For Dental Cream.)—Colgate & Co., New York, N. Y. Filed April 27, 1908.
 14,229.—Title: "Harvard-Yale-Princeton Crews Bath Powder." (For Bath-Powder.)—Juano L. De Zeabault, Cleveland, Ohio. Filed April 6, 1908.

TRADE-MARKS APPLIED FOR.

962.—J. G. Haas Soap Co., St. Louis, Mo. Filed April 10, 1905.—Used ten years.—Soap.
 13,887.—Vereinigte Chemische Werke Aktiengesellschaft, Charlottenburg, Germany. Filed Oct. 24, 1905.—Cold creams and pomades produced with the assistance of wool suint.
 15,211.—Karl August, Dresden, Germany. Filed Dec. 5, 1905.—Mouth-washes, powders and paste used as dentifrices.
 20,410.—Richard W. Williams, Trois Rivieres, Quebec, Canada. Filed June 19, 1906.—Curative Lotion.
 28,310.—Cucura Company, Tulsa and Oklahoma, Okla.; Wichita, Kansas; and Dallas, Tex. Filed June 22, 1907.—

A liquid preparation in the nature of a hair-tonic and shampoo for external application to the scalp and hair.

29,426.—Charles A. Etherington, New York, N. Y. Filed Aug. 16, 1907.—Hair-remover.

30,506.—Aktiebolaget Barnängens Tekniska Fabrik, Stockholm, Sweden. Filed Oct. 9, 1907.—Soaps.

31,629.—Charles W. Braunlich, Cleveland, Ohio. Filed Dec. 9, 1907.—Face-creams.

31,927.—Madam Waters Co., Dallas, Tex. Filed Dec. 26, 1907.—Liquid toilet preparations for external application for the treatment of the skin and the eradication of wrinkles, freckles, tan and sunburn.

32,057.—Edward Post, Philadelphia, Pa. Filed Jan. 4, 1908.—Used ten years.—Flavoring syrups for carbonated beverages and compound for producing foam on such beverages.

32,376.—William A. Connelly, Boston, Mass. Filed Jan. 22, 1908.—A detergent cleanser and dirt-remover.

33,023.—The Royal Remedy & Extract Co., Dayton, Ohio. Filed Feb. 27, 1908.—Flavoring extracts.

33,427.—George F. Upham, New York, N. Y. Filed Mar. 16, 1908.—Spices and flavoring extracts.

33,505.—C. E. Fulford Limited, Leeds, England. Filed Mar. 21, 1908.—Perfumed soap.

33,507.—Frederick J. Probst, New York, N. Y. Filed Mar. 21, 1908.—A liquid soap.

32,535.—The Pompeian Co., Washington, D. C. Filed Mar. 21, 1908.—Hair-tonic, tooth-wash.

33,550.—Crocker Grocery Co., Wilkes-Barre, Pa. Filed Mar. 23, 1908.—Flavoring extracts.

33,554.—Klewe & Co., Inc., New Haven, Conn. Filed Mar. 23, 1908.—Tooth-paste.

33,580.—The Zona Toilet Co., Wichita, Kans. Filed Mar. 24, 1908.—Cold-cream, tooth-paste, nail-polish, foot-powder, antiseptic solution for preventing and removing pimples and blackheads, face-pomade, lip-salve, eyebrow-pencils and Benzo-Mentholin.

33,588.—Ross Porter, Neodesha, Kans. Filed Mar. 24, 1908.—Breath-deodorants.

33,589.—Lockwood Mfg. Co., New York, N. Y. Filed Mar. 24, 1908.—Hair-tonics.

33,771.—Fred W. Fitch, Boone, Iowa. Filed Mar. 31, 1908.—Used ten years.—Hair-tonic, dandruff remover and shampoo preparations.

33,782.—Crocker Grocery Co., Wilkes-Barre, Pa. Filed Apr. 1, 1908.—Flavoring extracts, olive oil, etc.

33,828.—R. C. Williams & Co., New York, N. Y. Filed Apr. 3, 1908.—Olive oil.

33,836.—Jennie H. Dickinson, New York, N. Y. Filed Apr. 3, 1908.—Facial tonic and facial cream.

33,846.—The Brighton Chem. Co., Cincinnati, Ohio. Filed Apr. 3, 1908.—A skin food.

33,886.—A. A. Vantine & Co., New York, N. Y. Filed Apr. 6, 1908.—Perfumes, perfume extracts and toilet waters.

33,887.—A. A. Vantine & Co., New York, N. Y. Filed Apr. 6, 1908.—Perfume extracts, perfumes and toilet waters.

33,888.—A. A. Vantine & Co., New York, N. Y. Filed Apr. 6, 1908.—Tooth powder.

33,889.—A. A. Vantine & Co., New York, N. Y. Filed Apr. 6, 1908.—Perfumes, perfume extracts and toilet waters.

33,893.—A. A. Vantine & Co., New York, N. Y. Filed Apr. 6, 1908.—Perfumes, perfume extracts and toilet waters.

33,940.—Albert Roundstream, Dallas, Tex. Filed Apr. 8, 1908.—Hair-foods.

33,957.—Elman-Stow Co., Oroville, Cal. Filed Apr. 8, 1908.—Olive-oil.

33,964.—Lake Chem. Co., New Brunswick, N. J. Filed Apr. 9, 1908.—A foot-powder.

33,969.—C. Bischoff & Co., New York, N. Y. Filed Apr. 9, 1908.—Antiseptic preparations.

34,012.—Rolla W. Graves, Nashville, Tenn. Filed Apr. 11, 1908.—Face-powder, skin-foods, cold-cream, hair-tonic.

34,044.—A. A. Vantine & Co., New York, N. Y. Filed Apr. 13, 1908. Toilet waters.

34,049.—The Koko Maricopas Co., Ltd., London, England. Filed Apr. 13, 1908.—A hair-wash.

34,164.—Orrin Philander Sweet, Taunton, Mass. Filed Apr. 16, 1908.—Toilet-water, liniment and ointment.

34,275.—H. K. Hottenstein Co., Philadelphia, Pa. Filed Apr. 22, 1908.—Tablets for washing and cleaning purposes.

34,276.—Harold Weddle, New York, N. Y. Filed Apr. 22, 1908.—Olive-oil.

34,301.—Joseph Robinson Ford, New York, N. Y. Filed Apr. 23, 1908.—Powders for cleaning the hands.

34,375.—Paul Rieger & Co., San Francisco, Calif. Filed Apr. 25, 1908.—Used ten years.—Perfumes, face-creams, floral waters, essential oils, pomades, face-powders and toilet powders.

34,429.—The Neuman & Schwiers Co., New York, N. Y. Filed Apr. 27, 1908.—Olive oil.

34,527.—Parodi-Erminio & Co., New York, N. Y. Filed May 1, 1908.—Olive-oil.

34,569.—The C. B. Woodworth Sons Co., Rochester, N. Y. Filed May 4, 1908.—Used ten years.—Perfumes, toilet waters, sachet powders, toilet creams, toilet lotions and toilet powders.

LAVENDER OIL.

We would not fail to call attention to a trick played recently by a few firms, much to the disadvantage of the duped buyers. It has been repeatedly attempted to throw so-called Spanish lavender oils on the market, and offer them as French lavender oil. These oils, of whose botanical origin nothing definite is as yet known, have with lavender oil only the name in common, and their whole behavior much more resembles spike oil, from which they mostly differ only by their low flavoring.

$d_{15}^{\circ} 0.9066$; $a_4 - 1^{\circ} 25$; s ap. no. 6,6; soluble in 2 vol. 70 per cent. alcohol

" 0.9083; " - 0° 38"; " 5.8; " 2.5 " " " " "

" 0.9084; " - 0° 5'; " 13.4; " 2.5 " " " " "

Quite apart from the odor, which is also totally different from that of lavender oil, the properties mentioned above show already that we have here entirely different oils before us. In pure French lavender oil the constants move within the following limits: $d_{15}^{\circ} 0.882$ to 0.895; $a_4 - 3^{\circ}$ to -9°; content of linalyl acetate 30 to 45%, corresponding to the ester numbers 86 to 130; soluble in 2 to 3 and more vol. 70% alcohol, occasionally with slight opalescence.

The notes on lavender-distillation published in our last April Report,¹ are now supplemented by Roure-Bertrand Fils,² thus, that according to the comparative tests made by them, the distillation with water from jacketed vessels is also inferior to the steam-distillation, both in oil yield and in the ester-content of the oil. Tests made systematically during the whole period of the harvest have shown, moreover, that the oil-yield is largest in the first cut, then falls slightly, and finally increases again (0.92, 0.81, 0.78, 0.83, 0.93%).

With regard to the influence of the altitude, the distillation, and the water employed in the latter, on the ester-content of lavender oils, Jeancard and Satie³ have made observations which they now publish as a continuation of earlier work.⁴ They arrive at the conclusion that the altitude does not appear to have any special influence on the ester-content and perfume, but that the progress of the distillation, and the quality of the water, have an important bearing on the ester-content. In order to obtain an oil as rich as possible in esters, it is necessary to distil as rapidly as possible, preferably with steam.⁵ If the latter cannot be done, it is at least desirable to use a water which on evaporation leaves only a very insignificant residue, as the salts contained in the water have a saponifying effect on the esters.

¹ Report April, 1907, 63.

² Berichte of Roure-Bertrand Fils, October, 1907, 16.

³ Bull. Soc. Chim. IV, 3 (1908), 155.

⁴ Ibidem III, 23 (1900), 549.

⁵ Comp. in this connection our Report, April, 1907, 63.

Jeancard and Satie next discuss the physico-chemical constants of lavender oil. They have examined lavender oils originating from the French High and Low Alps, and from the Italian Alps, and during a period of three years have made the following observations:

	Lavender Oils from the High and Low Alps.	Lavender Oils from the Italian Alps.
d_{15}° d° Linalyl acetate Ester no. after acetylation. Solubility.	0.8852 to 0.8900 — 6.10 to — 8.30° 32 to 46% 171.5 to 194.5 Soluble in 2 to 3 vol. 70 per cent. alcohol. Sometimes soluble in about 5 vol. 65 per cent. alcohol.	0.8826 to 0.8870 — 6 to — 9.30° 20.3 to 29.61° 164.4 to 188.3 Soluble in 1.7 and 2.4 vol. 70 per cent. and in 2 to 4 vol. 65 per cent. alcohol. Many oils also dissolve already in 60 per cent. alcohol (6 to 8 vol.).

Although the acetylation number, as Jeancard and Satie themselves emphasize, has only a relative value, it is said to be very useful for judging the oil. In their opinion the determinations of the specific gravity, and optical rotation, and the acetylation number are best suited for detecting adulterations. They specify the following requirements: d_{15}° 0.880 to 0.890, d° 6 to 10° acetylation no. above 160.

At the end of their work the authors mention an interesting adulteration with glycerin monoacetate which they have observed, and which is detected in a very simple manner—by shaking the suspected oil with 4 to 5 vol. petroleum ether, in which the glycerin ester is insoluble. The further identification is carried out by the acrolein reaction.

With regard to the requirements proposed by Jeancard and Satie, we would point out that, according to our experience, the upper limit of specific gravity is fixed too low, and the lower limit of the rotation too high. In this manner many good oils would be excluded. Specific gravities up to 0.895 are quite normal and are often met with. We have also repeatedly observed in authentic oils rotations down to — 4°, and Roure-Bertrand Fils¹ mention, in their last October Report, lavender oils distilled by themselves which rotate between — 3° 20' and — 4° 50'. Whether the acetylation number has the value with which Jeancard and Satie credit it, is an open question, but in any case we prefer the saponification number, as it permits of a classification of the lavender oils.

The cultivation of lavender is becoming more and more an object of general interest in the South of France, and both trade and daily papers give themselves pains to call the attention of the agricultural population to this new source of earning a livelihood. We have before us several of the articles which have appeared on this subject during the last six months,² but it is not necessary to enter further into these, as the most important parts thereof have already been published in our two last Reports.³ We would only mention that, according to the *Réveil agricole*, the lavender-cultivation on a large scale is chiefly carried on in the neighborhood of Sault (département de Vaucluse) and may here become directly the source of well-being of several parishes. But a warning is again given not to overestimate the results, as the high prices of lavender during the last few years are undoubtedly exceptional, although the general opinion is that even at a price of 20 to 22 francs per kilo oil, the cultivation is still remunerative. We wish, however, to discuss somewhat more fully a work by Professor E. Zacharewicz,⁴ of Avignon, in so far as it deals with the laying-out of lavender-fields. According to this zealous champion of the question, lavender thrives best on a light,

flinty, clayey, stony, and sunny soil, at an elevation of about 1,200 to 3,700 feet. At lower altitudes lavender languishes, yields an oil less rich in ester, and has moreover a tendency to bastardize and finally to degenerate into spike (?), whilst at increasing altitudes the ester-content of the oil, and with it its value, increases.⁵

Now, by suitable cultivation at the proper elevation, both the growth of lavender and the production of blossoms can be increased. The laying-out can take place either by rearranging an existing natural lavender-field, or by starting from seed or from layers (*éclats*).

In the former case, in the field grown with lavender, either in the autumn or in March, furrows are ploughed, or, as is the more recent way, cut with a hoe (*houe canadienne*), so as to leave at distances of one metre, strips with lavender-plants growing on them. In this manner some lavender plants are no doubt destroyed, but this loss need not be considered at all in view of the rapid development of the plants, which, when suitably fertilized, now give almost double the yield.

Besides in the foregoing manner, the cultivation can also be started, as already mentioned, with layers or with seed. Whichever is to be preferred in an individual case, depends entirely upon the circumstances. The sowing-out is no doubt cheaper but against this layers give a greater yield in the first four years, so that the net cost is about the same.

The planting of the layers can take place either in the autumn or in the spring; the latter is advisable (owing to the frosts) if the field is situated at a great altitude. The plants are placed in rows at distances of 60 cm., the rows being 1 metre apart, so that about 16,600 plants go to a hectare. The sowing can also be done either in the autumn or in the spring, and where the winter is not severe, the spring is preferred. The seed is sown at a depth of 2 to 3 cm. in rows 1 metre apart. One gram of seed is calculated for an area of 1 square metre, which comes to 10 kilos per hectare. The cultivation demands that the soil is turned twice a year, once at the commencement of the winter, and once in March; during the latter, the manure which had previously been distributed between the rows is worked into the soil. On a previous occasion⁶ we have already reported on the composition of the manure, and the quantity to be employed. Zacharewicz has shown by comparative experiments that the fertilization promotes both the growth of the lavender and the wealth of blossoms, and that the yield has thereby been raised from 2,000 to 3,500 kilos per hectare. The distillation showed that the blossoms from the fertilized soil were also richer in oil. With regard to the quality of the oil, opinions differ. Whilst Zacharewicz mentions in his treatise that the oil, according to the information given to him, has a particularly fine aroma, some producers, according to the *Réveil agricole*, hold the opposite opinion.⁷ Zacharewicz states that the harvest commences on 1st August, and ends in the first days of September. In the Vaucluse department, one reaper receives 5 francs per 100 kilos of blossoms cut together with the stalks; he can reap about 130 kilos per day, and thus earn about 6 to 7 francs.—*Schimmel & Co.*

THE MUSK DEER OF TIBET.

Consul-General William H. Michael reports that a number of Tibetan traders who visited Calcutta in March, 1908, brought with them, among other articles, a large quantity of musk, which is held in high esteem by the high-caste Indians. The little deer from which the musk is obtained ranges in the Himalayas and Tibetan mountains, 9,000 feet above sea level. The male deer yields the finest and greatest quantity of musk. The deer are shy and alert, and difficult of capture.

¹ Berichte of Roure-Bertrand Fils, October, 1907, 17 and 18.

² Le Réveil agricole, 1907, p. 373, 374 and 380; Revue de Grasse, 50 (1907), Nos. 35 and 46; Le Ventoux (Carpentras), 1907, No. 300.

³ Report, April, 1907, 62; October, 1907, 58.

⁴ Culture de la lavande vraie. Bulletin mensuel du Syndicat agricole vauclusien 23 (1907), 230.

⁵ This depends probably on the fact that spike gradually diminishes with an increase in the altitude, and finally disappears altogether.

⁶ Report, April, 1907, 63.

⁷ Le Réveil agricole, 1907, 389.

JUNE MARKET REPORT AND PRICE CURRENT.

THE ESSENTIAL OILS QUOTED BELOW ARE THOSE OF HIGH QUALITY AND UNDISPUTED PURITY ONLY.

ESSENTIAL OILS.

The bears are having the best of it now in the Essential Oil market, and possibly because they have been starved so long they are making the most of their opportunity. The slackness in demand for spot goods has much to do with existing conditions, but as stocks in the hands of consumers are at the lowest improvement is confidently expected. While there is no marked change in the Messina Oils, save that Oil Bergamot is a little firmer, the tone continues easy, and purchasers find ready acceptance of fair offers. Citronella Oil is easier, but there is no marked effect upon American prices. The effect of the Treasury Decision upon Oil Bay was to be expected and should have a good effect upon the quality of this product. Oil Peppermint is if anything slightly easier, on account of the desire of holders to sell their stock before the new oil is ready. Oil of Cloves is still very low when compared with the price of Cloves, and should rise with any appreciable demand.

What has been remarked above applies to spot goods only. Futures are all regarded with bullish eyes. As money becomes more plentiful here and business revives under the discounting of the election after the nominations, prices are sure to advance.

The reports as to the Rose crop in Bulgaria are of such character as to raise the price for Otto on contract, the yield having been far from normal.

BEANS.

No one can explain it, but the market is worse than

Almond, Bitter.....	per lb.....	\$3.50	Ginger	\$4.00	Spearmint	\$7.00
" F. F. P. A.....		4.50	Gingergrass	1.35	Spruce .....	.60
" Artificial.....		.75	Hemlock .....	.60	Tansy	4.75
" Sweet, True.....		.47-.57	Juniper Berries, twice rect.....	1.30-1.50	Thyme, red, French.....	1.10
" Peach-kernel	39-.41		Kananga, Java	4.00	" white, French	1.25
Amber, Crude.....		.13	Lavender, English.....	7.00	Vetivert, Bourbon.....	8.50
" Rectified.....		.20	" Cultivated	3.00	" Indian	42.00
Anise.....		1.10	Fleurs, 28-30%	2.50	Wintergreen, artificial .....	.38
Aspic (Spike).....		1.20	Lemon .....	.90	Wormwood	4.50
Bay, Porto Rico.....		3.50	Lemongrass .....	.90	Ylang Ylang	50.00-65.00
Bay.....		2.10	Limes, expressed.....	2.70		
Bergamot, 37-38%.....		3.35	" distilled .....	.80		
Bergamot, 35%.....		3.10	Linaloe	2.75	BEANS.	
Birch (Sweet).....		2.25	Mace, distilled.....	.90	Tonka Beans, Angostura .....	.95
Bois de Rose, Femelle		4.50	Mustard, natural.....	4.50	Surinam .....	.50
Cade.....		.20	" artificial	2.00	Para .....	.22
Cajeput.....		.55	Myrrane, rect.....	.12	Vanilla Beans, Mexican	\$4.00-6.50
Camphor.....		.13	Neroli, petale.....	80.00-100.00	" " Cut	3.00-3.25
Caraway Seed.....		1.35	" artificial	17.00	" " Bourbon	2.00-3.00
Cardamom.....		20.00	Nutmeg .....	.90	" " Tahiti .....	.50-1.00
Carvol.....		2.45	Orange, bitter.....	2.30		
Cassia, 75-80%.....		1.15	Orange, sweet.....	2.00	SUNDRIES.	
Cedar, Leaf.....		.75	Origanum .....	.40	Ambergris, black	(oz.) \$20.00
" Wood .....		.25	Orris Root, concrete.....	3.50-4.50	" gray	" 35.00
Cinnamon, Ceylon.....		8.00	Patchouly	4.50-5.50	Civet, horns	" 1.75-1.85
Citronella .....		.20	Pennyroyal	3.50	Cologne Spirit	2.70
Cloves.....		.75	Peppermint, W. C.....	1.60-1.70	Cumarin	3.40-3.50
Copaiba.....		1.25	Petit Grain, American	5.00	Heliotropine	1.85-2.00
Coriander.....		14.00	" French	5.50	Musk, Cab., pods	(oz.) 8.00
Croton.....		.80	Pimento	2.25	" " grain	15.00
Cubeb.....		1.75	Rose	(oz.) 5.75-6.50	" Tonquin, pods	" 18.00
Eucalyptus, Australian, 70%.....		.55	Rosemary, French .....	.75	" " grain	22.00
Fennel, Sweet.....		1.15	" Trieste .....	.65	" Artificial, per lb.....	2.00
" Bitter .....		.75	Sandalwood, East India	3.25	Orris Root, Florentine, whole .....	.13
Geranium, African.....		4.00-4.25	Sassafras, artificial .....	.36	Orris Root, powdered and	
" Bourbon		3.50	" natural .....	.80	granulated .....	.16
" French.....		11.00	Safrol .....	.55	Talc, Italian .....	.01 1/2-.01 1/2
" Turkish.....		2.75	Savin	1.40-7.50	Terpineol .....	.40-.50
					Vanillin .....	.33-.35

dull. Prices have receded somewhat, but it is said that real buyers need not be guided by the quotations. No one is forcing the fighting, so operations are few and limited in quantity. There are rumors of poor crops of Angostura Tonkas, but buyers are not tempted, and holders are not anxious to sell. There is no profit to the Syndicate in Bourbons at present prices, but the buyers hesitate nevertheless. The condition may be stated in a sentence: "One is afraid and the other dare not."

SOAP MATERIALS.

The bulls are doing their best for these products—and with some effect. The market for Cotton Seed Oil is strong, if not buoyant; the prices for Cochin Oil remain high, notwithstanding heavy receipts, and Olive Oil is very firm. Tallow and Greases are firm, on account of short supply, and there is little prospect of any improvement.

Quotations are:

Tallow, city, .05 1/2 (hhd.); country, .05 1/2.
Grease brown, .04 1/2; yellow, .05.
Cotton Seed Oil, crude, tanks, .38; summer, yellow, prime, .48.
Cocoanut Oil, Cochin, .07 1/2-.07 1/2; Ceylon, .06 1/8-.06 1/4.
Olive Oil, green, nominal; yellow, .63-.67.
Olive Oil Fruits, prime, .06-.06 1/2.
Palm Oil, Lagos, .06; red prime, .05 1/2.
Chemicals, borax, .06; caustic soda, So p. c. basis of 60%, \$1.90.
Rosin, 1st run, .25 1/2; 2d run, .27 1/2; 3d run, .29 1/2; 4th run, .30 1/2.

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